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## **Cash Flow Trends in Several Technology Industries**

### **EXECUTIVE SUMMARY**

The Cash Flow Growth Profile<sup>TM</sup> measures the capacity of a firm to generate cash flow as it grows revenue. The metric is forward looking and reports the amount of incremental cash flow that can be expected for any measured amount of *growth* in revenue. In this report, using data obtained through the second quarter of 2008, we examine the Cash Flow Growth Profile<sup>TM</sup> of five technology industries: computer hardware, computer software, information technology services, telecommunications equipment, and semiconductors and related capital equipment. We look at trends in the Profile for the industries and for 59 individual companies. In examining the Cash Flow Growth Profile<sup>TM</sup>, the drivers or determinants of core operating cash flow and free cash flow are highlighted.

Looking at the industry data, there is little evidence of a decline in operating performance through the second quarter of 2008. Indeed, only two industries, Computer Hardware and Information Technology Services saw declines in their Free Cash Growth Profile<sup>TM</sup> for the twelve months ending with the second quarter of 2008 from the same period in 2007.

Data for this research were provided by Cash Flow Analytics, LLC.,

[www.cashflowanalytics.com](http://www.cashflowanalytics.com). Charles Mulford is a principal in Cash Flow Analytics, LLC.

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**Georgia Tech Financial Analysis Lab**

The Georgia Tech Financial Analysis Lab conducts unbiased research on issues of financial reporting and analysis. Unbiased information is vital to effective investment decision-making. Accordingly, we think that independent research organizations, such as our own, have an important role to play in providing information to market participants.

Because our Lab is housed within a university, all of our research reports have an educational quality, as they are designed to impart knowledge and understanding to those who read them. Our focus is on issues that we believe will be of interest to a large segment of stock market participants. Depending on the issue, we may focus our attention on individual companies, groups of companies, or on large segments of the market at large.

A recurring theme in our work is the identification of reporting practices that give investors a misleading signal, whether positive or negative, of corporate earning power. We define earning power as the ability to generate a sustainable stream of earnings that is backed by cash flow. Accordingly, our research may look into reporting practices that affect either earnings or cash flow, or both. At times, our research may look at stock prices generally, though from a fundamental and not technical point of view.

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**CASH FLOW TRENDS IN SEVERAL TECHNOLOGY INDUSTRIES****Companies Named in this Report**

In this report we examine the Cash Flow Growth Profile™ of five technology industries, computer hardware, computer software, information technology services, telecommunications equipment, and semiconductors and related capital equipment. We look at trends in the Profile for 59 individual companies.

The individual companies examined are as follows:

Company	Page
ADOBE SYSTEMS INC (ADBE)	24
ALCATEL-LUCENT (ALU)	35
ALTERA CORP (ALTR)	22
AMDOCS LTD (DOX)	14
ANALOG DEVICES (ADI)	38
APPLE INC (AAPL)	23
APPLIED MATERIALS INC (AMAT)	38
ASML HOLDING NV (ASML)	39
AUTODESK INC (ADSK)	12
AUTOMATIC DATA PROCESSING (ADP)	16
BAIDU.COM INC -ADR (BIDU)	29
BMC SOFTWARE INC (BMC)	24
BROADCOM CORP (BRCM)	39
CA INC (CA)	30
CANON INC (CAJ)	11
CISCO SYSTEMS INC (CSCO)	19
COGNIZANT TECH SOLUTIONS (CTSH)	30
COMPUTER SCIENCES CORP (CSC)	30
DASSAULT SYSTEMS SA (DASTY)	26
DELL INC (DELL)	10
DOVER CORP (DOV)	40
EBAY INC (EBAY)	31
ELECTRONIC ARTS INC (ERTS)	26
FIRST SOLAR INC (FSLR)	40
FISERV INC (FISV)	34
FUJITSU LTD (FJTSY)	31
GOOGLE INC (GOOG)	32
HARRIS CORP (HRS)	18
HEWLETT-PACKARD CO (HPQ)	23
INFOSYS TECHNOLOGIES LTD (INFY)	33
INTEL CORP (INTC)	41
INTERNET INITIATIVE JAPAN INC (IIJI)	32
INTL BUSINESS MACHINES CORP (IBM)	15
INTUIT INC (INTU)	27
JUNIPER NETWORKS INC (JNPR)	35
L-3 COMMUNICATIONS HLDGS INC (LLL)	36
LINEAR TECHNOLOGY CORP (LLTC)	22
MARVELL TECHNOLOGY GROUP LTD (MRVL)	41
MEMC ELECTRONIC MATERIALS INC (WFR)	44

MICROSOFT CORP (MSFT)	13
MOTOROLA INC (MOT)	19
NOKIA (AB) OY (NOK)	36
NVIDIA CORP (NVDA)	42
ORACLE CORP (ORCL)	26
QUALCOMM INC (QCOM)	37
RESEARCH IN MOTION LTD (RIM)	37
SALESFORCE.COM INC (CRM)	25
SAP AG (SAP)	28
STMICROELECTRONICS NV (STM)	42
SUN MICROSYSTEMS INC (JAVA)	9
SUNPOWER CORP (SPWRA)	21
SUNTECH POWER HOLDINGS -ADR (STP)	43
SYMANTEC CORP (SYMC)	28
TAIWAN SEMICONDUCTOR MFG CO (TSM)	43
TEXAS INSTRUMENTS INC (TXN)	44
TREND MICRO INC (TMICY)	29
VMWARE INC -CL A (VMW)	33
WIPRO LTD (WIT)	17
YAHOO INC (YHOO)	34

## CASH FLOW TRENDS IN SEVERAL TECHNOLOGY INDUSTRIES

### Introduction

Corporate financial success is dependent not only on a company's ability to generate revenues and earnings, but also cash flow, especially free cash flow. It is free cash flow and growth in free cash flow, that discretionary stream of cash that a company can put to use for acquisitions, debt retirement, dividends and stock buybacks that works with growing earnings to drive firm value higher. Because it is "free," free cash flow comes with no strings attached. It is truly discretionary. Spending it does not impact the company's ability to generate more.

A company with revenue growth will eventually lose the favor of investors if it never finds a way to generate earnings. In a similar way, a company with profits that is unable to generate cash will also experience waning investor enthusiasm. It may take a while. Investors are patient with profitable, growing companies. Ultimately, however, a company must show an ability to generate free cash flow.

Companies that consume cash must continually seek new sources of capital – whether debt or equity. At some point, those sources of capital will dry up or become prohibitively expensive if the firm does not show at least some progress toward getting closer to positive cash generation. Worse, if cash does not back a company's earnings, ultimately those earnings themselves may become suspect, necessitating write-downs of the resulting non-cash assets. Net losses will likely accompany those write-downs.

### ***The Cash Flow Growth Profile<sup>TM</sup>***

To address a firm's prospects for generating cash flow as it grows revenue, one can examine a company's Cash Flow Growth Profile<sup>TM</sup>.

The Cash Flow Growth Profile<sup>TM</sup> measures the capacity of a firm to generate cash flow as it grows revenue. The metric is forward looking and reports the amount of incremental cash flow that can be expected for any measured amount of *growth* in revenue. It is reported as a percentage. A firm with a positive cash flow growth profile will produce increasing amounts of cash flow as it grows. A firm with a negative cash flow growth profile will require other sources of cash to support growth. Obviously, for a profitable and growing company, a positive cash flow growth profile is more appealing than a negative one. Though a cash flow growth profile that is becoming progressively less negative indicates progress toward reaching positive cash flow.

Many financial analysts look for companies that are adept at growing revenue and earnings. Indeed, earnings growth is at the heart of many stock valuation models. However, earnings growth does not necessarily translate into cash flow growth. The Cash Flow Growth Profile™ is a measure of whether a firm can be expected to provide or consume cash as it grows.

Growth is often considered to be a cash drain. That is, while growth is desired, it is often viewed as something that needs to be financed. In this view, as growth increases, so does a company's need for capital. However, it is not necessarily the case that growth must be financed. In fact, a firm with a positive Cash Flow Growth Profile™ will actually generate increasing amounts of cash flow as growth accelerates.

There are two separate measures of a company's Cash Flow Growth Profile™, its Core Operating Growth Profile™ and its Free Cash Growth Profile™. The Core Operating Growth Profile™ measures the capacity of a firm to generate core operating cash flow as it grows. Core operating cash flow is cash flow provided by operations, but excludes non-core sources of cash flow, financing costs and taxes. A firm's core operating growth profile reflects a combination of its operating cushion (operating profit before non-cash depreciation and amortization) and operating working capital requirements, expressed as a percentage of revenue. It is measured as the operating cushion % (operating cushion to revenue) less operating working capital % (operating working capital to revenue). The metric reports the amount of core operating cash flow that can be expected for any measured amount of growth in revenue under the assumption that a firm's current mix of operating cushion and operating working capital remains unchanged.

The Free Cash Growth Profile™ measures the capacity of a firm to generate free cash flow as it grows. This metric incorporates taxes and capital expenditures into the calculations, two expenditures that are typically expected to grow with revenue. The free cash growth profile is measured as the core operating growth profile minus income taxes paid to revenue and minus capital expenditures to revenue. The metric measures the amount of free cash flow that can be expected for any measured amount of growth in revenue under the assumption that a firm's current mix of operating cushion, operating working capital, income taxes paid and capital expenditures, all as percentages of revenue, remain unchanged.

As a group, technology firms, the focus of this research report, can be excellent cash generators. They tend to have high operating margins and many have low inventory needs.

### **Purpose of this Research Report**

In this report we research the Core Operating Growth Profile™ and Free Cash Growth Profile™ for five technology industries: computer hardware, computer software, information technology services, telecommunications equipment, and semiconductors and related capital equipment. We then examine trends in the Free Cash Growth Profile™ for two firms in each of the technology industries – one with a strong Profile

and one with a weaker Profile. Our objective is to better educate the reader on these important measures of performance and to help him or her look beyond revenue and earnings growth to other determinants of firm value.

### Industry Results

We examined the Free Cash Growth Profile™ for firms in five technology industries. While there are clearly other industries that readers would consider to be technology-related, for example, medical technology, precision instruments and electronics, our focus was more on information-related technologies. We limited our sample to firms with market capitalizations of \$100 million or greater. The industries studied and the SIC codes represented by each are presented in Exhibit 1.

#### Exhibit 1. Technology Industries Studied

Technology Industry	SIC Codes Represented	No. of Firms
Computer Hardware	3570, 3571, 3575, 3577, 3578	23
Computer Software	7372	106
Information Technology Services	7370, 7371, 7373, 7374	135
Telecommunications Equipment	3576, 3661, 3663, 3669	85
Semiconductors and Related Capital Equipment	3674, 3559	102

In Exhibit 2 we present the Free Cash Growth Profile™ and its components for the median firm in the five technology industries studied using annual results for 2007.

#### Exhibit 2. Free Cash Growth Profile™, Median Firms in Five Technology Industries, for 2007

	Computer Hardware	Computer Software	Info. Tech Services	Telecom Equipment	Semi-Conductors
Gross margin (excl. depreciation and amortization)%	33.66%	77.50%	56.59%	51.20%	54.27%
SG&A (excl. depreciation and amortization)%	13.46%	26.39%	18.37%	14.63%	9.04%
R&D%	4.07%	14.00%	8.65%	12.79%	12.89%
<b>Operating cushion%</b>	<b>16.13%</b>	<b>37.11%</b>	<b>29.56%</b>	<b>23.78%</b>	<b>32.34%</b>
Operating working capital to revenue %	3.13%	17.07%	2.40%	2.33%	10.95%
<b>Core operating growth profile™</b>	<b>13.01%</b>	<b>20.04%</b>	<b>27.16%</b>	<b>21.45%</b>	<b>21.39%</b>
Reported income taxes paid to revenue%	2.54%	7.18%	4.02%	2.28%	4.30%
Reported capital expenditures and investment to revenue%	3.52%	3.78%	9.02%	3.40%	12.97%
<b>Free Cash Growth Profile™</b>	<b>6.95%</b>	<b>9.08%</b>	<b>14.13%</b>	<b>15.76%</b>	<b>4.12%</b>

At the end of 2007, the Telecom Equipment industry boasted the best median Free Cash Growth Profile™ of 15.76% among the five different technology industries considered. In other words, the median Telecom Equipment firm generated 15.76 cents of free cash flow for each sales dollar. Interestingly, Computer Software and Semiconductor



industries had a much higher median operating cushion than the operating cushion for Telecom Equipment companies but a significantly lower median operating working capital to revenue percentage of 2.3% for Telecom Equipment compared to 17.07% and 10.95% for the Computer Software and Semiconductor industries, respectively, ensured that the median Telecom Equipment company ended 2007 with a better Free Cash Growth Profile™ than its counterparts in the Computer Software and Semiconductor space.

In contrast, the Semiconductor industry, despite a strong operating cushion and Core operating growth profile™, posted the worst median Free Cash Growth Profile™, 4.12%, among the five different technology sectors considered. The lower Profile was primarily due to the industry's high capital expenditures to revenue, signifying the capital intensity of the industry.

### The Free Cash Growth Profile™: A Closer Look

We now turn our attention to the cash-generating profiles of the five industries using annual data for the three years ending in 2007 and interim data for the twelve months ending with the second quarter of 2008. We provide median data for each industry and individual company data for three firms in each industry, a firm with an improving Profile, a stable Profile and a firm with an apparently deteriorating Profile. In the Appendix to the study, we provide a summary of the Profiles of selected other firms in each industry.

### Computer Hardware

#### Exhibit 3: Free Cash Growth Profile™, Computer Hardware Industry, Annual Data for Periods Ending in 2005 – 2007 and Twelve Month Data for Interim Periods Ending with Qtr. 2 2008 and Qtr. 2 2007.

	Q2-08 <sup>a</sup>	Q2-07 <sup>a</sup>	Ann-07 <sup>b</sup>	Ann-06 <sup>b</sup>	Ann-05 <sup>b</sup>
Gross margin (excl. depreciation and amortization)%	30.25%	30.01%	33.66%	34.06%	31.78%
SG&A (excl. depreciation and amortization)%	11.65%	12.99%	13.46%	15.30%	15.19%
R&D%	3.50%	3.96%	4.07%	4.84%	4.48%
<b>Operating cushion%</b>	<b>15.10%</b>	<b>13.06%</b>	<b>16.13%</b>	<b>13.92%</b>	<b>12.11%</b>
Operating working capital to revenue %	3.77%	1.64%	3.13%	0.25%	0.26%
<b>Core operating growth profile™</b>	<b>11.32%</b>	<b>11.42%</b>	<b>13.01%</b>	<b>13.67%</b>	<b>11.85%</b>
Reported income taxes paid to revenue%	2.08%	1.02%	2.54%	2.03%	1.78%
Reported capital expenditures and investment to revenue%	2.57%	2.39%	3.52%	3.83%	3.15%
<b>Free Cash Growth Profile™</b>	<b>6.68%</b>	<b>8.02%</b>	<b>6.95%</b>	<b>7.82%</b>	<b>6.92%</b>

<sup>a</sup>Data for the twelve months ending with the second quarter, 2008 and 2007, respectively.

<sup>b</sup>Data for the annual period ending in 2007, 2006 and 2005, respectively.



As evident from the above exhibit, the median Free Cash Growth Profile™ for computer hardware firms peaked in the 12-months ending Quarter 2, 2007 at 8.02% falling to 6.95% by year-end 2007 and to 6.68% with the 12-month period ending with Quarter 2, 2008. A major contributor to this trend was the rise in operating working capital to revenue % that accelerated since the 12-month period ending in Quarter 2, 2007. Interestingly, the median computer hardware firm has been able to improve its operating cushion from 12.11% in 2005 to 15.10% by 12-months ending Quarter 2, 2008. This improvement was largely driven by substantial reduction in SG&A (excl. depreciation and amortization) as a percentage of revenue from 15.19% in 2005 to 11.65% for the 12 months ending Quarter 2, 2008 and to smaller extent by a reduction in its R&D expense as a percentage of revenue from 4.48% in 2005 to 3.50%.

### ***Improving Profile: Sun Microsystems Inc.***

Sun Microsystems displays an improving Free Cash Growth Profile™ that rose from 20.81% in 2005 to 24.05% for the 12-months ending Quarter 2, 2008. This improvement was driven by reductions SG&A (excl. depreciation and amortization) and R&D expenditures expressed as percentage of revenue, resulting in an improvement in the Company's operating cushion. The increase in operating cushion also helped compensate for the increase in operating working capital as a percentage of revenue (becoming less negative). Another interesting observation was the relatively low capital expenditure as a percentage of revenue for both the 12-months ending Quarter 2, 2007 as well as year-end 2007 that helped boost Sun's Free Cash Growth Profile™.

<b>Sun Microsystems Inc.</b>	<b>12-months ending Qtr 2, 2008</b>	<b>12-months ending Qtr 2, 2007</b>	<b>Annual 2007</b>	<b>Annual 2006</b>	<b>Annual 2005</b>
Gross margin (excl. depreciation and amortization) %	49.59%	47.78%	48.89%	47.47%	48.20%
SG&A (excl. depreciation and amortization) %	22.80%	25.89%	23.96%	26.66%	25.52%
R&D %	13.88%	14.87%	14.47%	15.66%	16.12%
<b>Operating cushion %</b>	<b>12.90%</b>	<b>7.02%</b>	<b>10.45%</b>	<b>5.16%</b>	<b>6.56%</b>
Operating working capital to revenue %	-14.97%	-17.50%	-15.93%	-20.49%	-19.93%
<b>Core operating growth profile™</b>	<b>27.87%</b>	<b>24.52%</b>	<b>26.38%</b>	<b>25.64%</b>	<b>26.49%</b>
Reported income taxes paid to revenue%	1.31%	0.57%	1.31%	0.57%	3.35%
Reported capital expenditures to revenue%	2.52%	0.77%	0.27%	2.41%	2.32%
<b>Free Cash Growth Profile™</b>	<b>24.05%</b>	<b>23.18%</b>	<b>24.80%</b>	<b>22.67%</b>	<b>20.81%</b>
Operating receivables days	72.96	61.83	89.93	82.20	73.56
Deferred revenue days	70.35	58.30	71.88	69.66	72.27
Inventory (incl. capitalized interest) days	16.51	16.05	13.79	15.08	14.21
Operating payables days	34.32	35.31	37.57	40.39	38.48
Prepays days	47.72	42.63	32.68	40.44	46.33
Accruals days	87.17	90.77	85.09	102.45	96.08
<b>Cash cycle</b>	<b>-54.65</b>	<b>-63.88</b>	<b>-58.15</b>	<b>-74.77</b>	<b>-72.74</b>

**Stable Profile: Dell Inc.**

Dell Inc. demonstrates a fairly stable profile with a Free Cash Flow Growth Profile<sup>TM</sup> holding in a fairly narrow range of 19.69% to 22.43%. This stable performance was a result of a relatively flat gross margins %, and SG&A and R&D expenses expressed as percentages to revenue. In addition, fairly even operating working capital to revenue needs and steady reported income taxes and capital expenditures to revenue helped Dell maintain a relatively stable Profile.

<b>Dell Inc.</b>	<b>12 months ending Qtr 2, 2008</b>	<b>12 months ending Qtr 2, 2007</b>	<b>Annual 2007</b>	<b>Annual 2006</b>	<b>Annual 2005</b>
Gross margin (excl. depreciation and amortization) %	19.19%	19.15%	19.99%	17.39%	19.10%
SG&A (excl. depreciation and amortization) %	10.96%	10.55%	11.16%	9.54%	9.01%
R&D %	0.99%	0.93%	1.00%	0.87%	0.83%
<b>Operating cushion %</b>	<b>7.25%</b>	<b>7.67%</b>	<b>7.83%</b>	<b>6.98%</b>	<b>9.27%</b>
Operating working capital to revenue %	-16.21%	-17.15%	-17.21%	-15.34%	-15.17%
<b>Core operating growth profile<sup>TM</sup></b>	<b>23.45%</b>	<b>24.82%</b>	<b>25.04%</b>	<b>22.32%</b>	<b>24.44%</b>
Reported income taxes paid to revenue%	1.25%	1.14%	1.25%	1.14%	1.78%
Reported capital expenditures to revenue%	0.92%	1.60%	1.36%	1.49%	1.30%
<b>Free Cash Growth Profile<sup>TM</sup></b>	<b>21.28%</b>	<b>22.09%</b>	<b>22.43%</b>	<b>19.69%</b>	<b>21.36%</b>
Operating receivables days	45.98	42.68	45.93	39.11	35.59
Deferred revenue days	32.37	0.00	31.41	26.83	0.00
Inventory (incl. capitalized interest) days	6.28	6.08	7.05	4.20	3.76
Operating payables days	63.81	66.13	68.61	66.30	64.24
Prepays days	22.49	21.56	21.81	23.18	19.60
Accruals days	37.71	66.78	37.58	29.33	50.09
<b>Cash cycle</b>	<b>-59.15</b>	<b>-62.58</b>	<b>-62.81</b>	<b>-55.98</b>	<b>-55.38</b>

**Deteriorating Profile: Canon Inc**

Canon Inc. witnessed a slow but steady erosion in its Free Cash Growth Profile<sup>TM</sup>, a trend that accelerated in 2007-08. Despite a rising gross margin%, that helped Canon improve its Operating Cushion % from 21.55% in 2005 to 24.30% for 12-months ending Quarter 2, 2008, increases in operating working led to a sharp decline in Core operating growth profile<sup>TM</sup> to 1.1% for Quarter 2, 2008 declining from 5.8% for the year ending 2007. The rise in operating working capital to revenue % was driven, among other things, by an increase in prepaid days that rose from 52.31 days for 2007 to 64.29 days for 12-months ending quarter 2, 2008.

<b>Canon Inc.</b>	<b>12 months ending</b>		<b>Annual</b>	<b>Annual</b>	<b>Annual</b>
	<b>Qtr 2,</b>	<b>Qtr 2,</b>			
	<b>2008</b>	<b>2007</b>	<b>2007</b>	<b>2006</b>	<b>2005</b>
Gross margin (excl. depreciation and amortization) %	57.13%	55.52%	57.20%	55.24%	54.47%
SG&A (excl. depreciation and amortization) %	24.43%	24.35%	24.47%	24.51%	25.29%
R&D %	8.40%	7.35%	8.22%	7.42%	7.63%
<b>Operating cushion %</b>	<b>24.30%</b>	<b>23.82%</b>	<b>24.51%</b>	<b>23.32%</b>	<b>21.55%</b>
Operating working capital to revenue %	23.20%	20.37%	18.71%	17.14%	17.16%
<b>Core operating growth profile™</b>	<b>1.10%</b>	<b>3.45%</b>	<b>5.80%</b>	<b>6.18%</b>	<b>4.39%</b>
Reported income taxes paid to revenue%	6.11%	5.88%	6.11%	5.88%	5.63%
Reported capital expenditures to revenue%	10.93%	9.93%	10.37%	9.92%	10.13%
<b>Free Cash Growth Profile™</b>	<b>-15.94%</b>	<b>-12.35%</b>	<b>10.68%</b>	<b>-9.62%</b>	<b>11.37%</b>
Operating receivables days	61.14	58.87	64.69	66.91	67.03
Inventory (incl. capitalized interest) days	52.34	47.91	45.89	47.33	49.60
Operating payables days	44.68	42.10	41.88	43.29	49.11
Prepays days	64.29	57.13	52.31	46.17	48.97
Accruals days	48.40	47.48	52.72	54.55	53.87
<b>Cash cycle</b>	<b>84.69</b>	<b>74.33</b>	<b>68.28</b>	<b>62.56</b>	<b>62.62</b>

## Computer Software

### Exhibit 4: Free Cash Growth Profile™, Computer Software Industry, Annual Data for Periods Ending in 2005 – 2007 and Twelve Month Data for Interim Periods Ending with Qtr. 2 2008 and Qtr. 2 2007.

	<b>Q2-08<sup>a</sup></b>	<b>Q2-07<sup>a</sup></b>	<b>Ann-07<sup>b</sup></b>	<b>Ann-06<sup>b</sup></b>	<b>Ann-05<sup>b</sup></b>
Gross margin (excl. depreciation and amortization)%	77.07%	76.43%	77.50%	76.72%	80.93%
SG&A (excl. depreciation and amortization)%	25.47%	26.42%	26.39%	26.24%	27.48%
R&D%	13.90%	14.64%	14.00%	15.18%	15.25%
<b>Operating cushion%</b>	<b>37.71%</b>	<b>35.38%</b>	<b>37.11%</b>	<b>35.30%</b>	<b>38.21%</b>
Operating working capital to revenue %	17.66%	14.98%	17.07%	15.21%	8.89%
<b>Core operating growth profile™</b>	<b>20.05%</b>	<b>20.40%</b>	<b>20.04%</b>	<b>20.09%</b>	<b>29.33%</b>
Reported income taxes paid to revenue%	6.52%	7.30%	7.18%	8.20%	8.46%
Reported capital expenditures and investment to revenue%	3.73%	3.79%	3.78%	3.72%	2.69%
<b>Free Cash Growth Profile™</b>	<b>9.80%</b>	<b>9.30%</b>	<b>9.08%</b>	<b>8.17%</b>	<b>18.18%</b>

<sup>a</sup>Data for the twelve months ending with the second quarter, 2008 and 2007, respectively.

<sup>b</sup>Data for the annual period ending in 2007, 2006 and 2005, respectively.

The median Computer Software firm demonstrated a relatively stable Free Cash Growth Profile™ since Dec 2006 after a sharp decline from 18.18% in 2005 to 8.17% in 2006. The sharp decline in 2006 can be attributed to a decline in gross margin % as well a sharp increase in operating working capital as a % of revenue. Since 2006 the median Computer Software firm has maintained a relatively stable core operating growth profile™ of around 20%. Reducing median income taxes paid to revenue helped the median Computer Software firm to improve its Free Cash Growth Profile™ from 8.17% in 2006 to 9.80% by 12-months ending Quarter 2, 2008.

### ***Improving Profile: Autodesk Inc.***

Autodesk Inc. has successfully improved its Free Cash Growth Profile™ from 22.34% for year-end 2005 to 40.60% for 12-months ending quarter 2, 2008. Despite a fairly constant operating cushion over the same period of around 29%, Autodesk Inc. has been able to substantially reduce its operating working capital as a % of revenue from 2.95% in 2005 to negative 16.24% for 12-months ending Quarter 2, 2008. This improvement in operating working capital was driven primarily through sustained reductions in operating receivable days and prepaid days. An increase in deferred revenue days further helped improve Autodesk's working capital position.

<b>Autodesk, Inc</b>	<b>12 months ending Qtr 2, 2008</b>	<b>12 months ending Qtr 2, 2007</b>	<b>Annual 2007</b>	<b>Annual 2006</b>	<b>Annual 2005</b>
Gross margin (excl. depreciation and amortization) %	93.32%	91.02%	92.56%	90.43%	91.65%
SG&A (excl. depreciation and amortization) %	42.18%	40.95%	42.31%	40.64%	44.68%
R&D %	21.84%	19.80%	20.33%	20.22%	17.43%
<b>Operating cushion %</b>	<b>29.29%</b>	<b>30.27%</b>	<b>29.93%</b>	<b>29.57%</b>	<b>29.54%</b>
Operating working capital to revenue %	-16.24%	-9.92%	-13.85%	-6.78%	2.95%
<b>Core operating growth profile™</b>	<b>45.53%</b>	<b>40.18%</b>	<b>43.78%</b>	<b>36.35%</b>	<b>26.59%</b>
Reported income taxes paid to revenue%	2.17%	0.80%	2.17%	0.80%	2.90%
Reported capital expenditures to revenue%	2.76%	1.77%	1.99%	1.92%	1.35%
<b>Free Cash Growth Profile™</b>	<b>40.60%</b>	<b>37.62%</b>	<b>39.62%</b>	<b>33.63%</b>	<b>22.34%</b>
Operating receivables days	50.39	51.10	64.95	59.78	62.64
Deferred revenue days	87.17	75.60	85.05	75.15	68.44
Inventory (incl. capitalized interest) days				1.09	3.40
Operating payables days	12.10	14.15	13.33	12.10	13.51
Prepays days	47.33	50.51	46.50	45.11	78.62
Accruals days	57.71	48.05	63.63	43.47	51.93
<b>Cash cycle</b>	<b>-59.26</b>	<b>-36.20</b>	<b>-50.55</b>	<b>-24.74</b>	<b>10.78</b>

### ***Stable Profile: Microsoft Corporation***

Software giant, Microsoft Corporation, displays a fairly stable Free Cash Growth Profile™. This stable performance comes despite pressures on gross margin%, which fell

from 86.16% in 2005 to a low of 81.30% for 12-months ending Quarter 2, 2007 before rising again to 82.68% for 12-months ending Quarter 2, 2008. During the same time, Microsoft also saw rising SG&A as a percentage of revenue. In addition, after a sharp reduction in operating working capital as a % of revenue (becoming more negative) from negative 12% in 2005 to negative 20.73% in 2006, operating working capital as a % of revenue has remained relatively stable. Microsoft also increased capital expenditures as a percentage of revenue from 2.04% in 2006 to the mid-4% range for subsequent periods.

<b>Microsoft Corporation</b>	<b>12 months ending Qtr 2, 2008</b>	<b>12 months ending Qtr 2, 2007</b>	<b>Annual 2007</b>	<b>Annual 2006</b>	<b>Annual 2005</b>
Gross margin (excl. depreciation and amortization) %	82.68%	81.30%	81.44%	84.48%	86.16%
SG&A (excl. depreciation and amortization) %	24.84%	24.75%	25.43%	23.99%	20.49%
R&D %	12.77%	14.98%	13.93%	14.87%	15.54%
<b>Operating cushion %</b>	<b>45.07%</b>	<b>41.57%</b>	<b>42.08%</b>	<b>45.61%</b>	<b>50.13%</b>
Operating working capital to revenue %	-21.05%	-19.87%	-22.26%	-20.73%	-12.00%
<b>Core operating growth profile™</b>	<b>66.11%</b>	<b>61.44%</b>	<b>64.34%</b>	<b>66.35%</b>	<b>62.13%</b>
Reported income taxes paid to revenue%	10.25%	10.84%	10.25%	10.84%	10.81%
Reported capital expenditures to revenue%	4.29%	4.41%	4.43%	3.56%	2.04%
<b>Free Cash Growth Profile™</b>	<b>51.57%</b>	<b>46.19%</b>	<b>49.66%</b>	<b>51.94%</b>	<b>49.28%</b>
Operating receivables days	73.26	78.42	80.95	76.79	65.87
Deferred revenue days	76.77	94.00	90.29	89.86	84.09
Inventory (incl. capitalized interest) days	4.76	13.67	8.05	12.18	4.50
Operating payables days	22.77	23.33	23.18	23.98	19.14
Prepays days	47.17	60.44	51.34	65.62	75.54
Accruals days	102.47	107.74	108.10	116.43	86.48
<b>Cash cycle</b>	<b>-76.82</b>	<b>-72.54</b>	<b>-81.24</b>	<b>-75.68</b>	<b>-43.79</b>

### ***Deteriorating Profile: Amdocs Ltd.***

Despite a fairly stable operating cushion, Amdocs displays a deteriorating Free Cash Growth Profile™, which fell from 21.20% in 2005 to a low of 8.85% in 2007 before improving to 11.59% for 12-months ending quarter 2, 2008. A major contributor to this deterioration has been rising operating working capital as a percentage of revenues which rose from negative 5.86% in 2005 to +4.43% in 2007 before declining to 2.85% for the twelve months ending with Quarter 2, 2008. Operating working capital to revenue rose primarily due to increase in operating receivable days as well as falling deferred revenue days.

<b>Amdocs Ltd.</b>	<b>12 months ending Qtr 2, 2008</b>	<b>12 months ending Qtr 2, 2007</b>	<b>Annual 2007</b>	<b>Annual 2006</b>	<b>Annual 2005</b>
Gross margin (excl. depreciation and amortization) %	37.86%	37.47%	37.11%	37.75%	39.41%
SG&A (excl. depreciation and amortization) %	9.30%	8.53%	8.44%	9.18%	10.50%
R&D %	7.59%	8.18%	8.13%	7.53%	7.09%
<b>Operating cushion %</b>	<b>20.97%</b>	<b>20.77%</b>	<b>20.55%</b>	<b>21.05%</b>	<b>21.82%</b>
Operating working capital to revenue %	2.85%	1.26%	4.43%	-3.70%	-5.86%
<b>Core operating growth profile™</b>	<b>18.11%</b>	<b>19.50%</b>	<b>16.12%</b>	<b>24.75%</b>	<b>27.69%</b>
Reported income taxes paid to revenue%	1.54%	1.65%	1.54%	1.65%	3.27%
Reported capital expenditures to revenue%	4.99%	5.07%	5.73%	3.08%	3.22%
<b>Free Cash Growth Profile™</b>	<b>11.59%</b>	<b>12.78%</b>	<b>8.85%</b>	<b>20.02%</b>	<b>21.20%</b>
Operating receivables days	70.21	64.63	63.50	62.67	54.47
Deferred revenue days	25.84	35.92	22.36	37.29	38.81
Operating payables days	22.99	24.17	24.76	21.84	20.48
Prepays days	84.78	76.71	76.63	78.07	79.06
Accruals days	95.75	76.65	76.85	95.13	95.64
<b>Cash cycle</b>	<b>10.41</b>	<b>4.61</b>	<b>16.16</b>	<b>-13.52</b>	<b>-21.39</b>

### Information Technology Services

#### Exhibit 5: Free Cash Growth Profile™, Information Technology Services Industry, Annual Data for Periods Ending in 2005 – 2007 and Twelve Month Data for Interim Periods Ending with Qtr. 2 2008 and Qtr. 2 2007.

	<b>Q2- 08<sup>a</sup></b>	<b>Q2- 07<sup>a</sup></b>	<b>Ann- 07<sup>b</sup></b>	<b>Ann- 06<sup>b</sup></b>	<b>Ann- 05<sup>b</sup></b>
Gross margin (excl. depreciation and amortization)%	55.15%	54.11%	56.59%	53.49%	54.89%
SG&A (excl. depreciation and amortization)%	18.20%	17.96%	18.37%	17.88%	19.20%
R&D%	8.61%	7.40%	8.65%	7.19%	7.52%
<b>Operating cushion%</b>	<b>28.34%</b>	<b>28.74%</b>	<b>29.56%</b>	<b>28.43%</b>	<b>28.17%</b>
Operating working capital to revenue %	5.26%	4.97%	2.40%	6.01%	5.00%
<b>Core operating growth profile™</b>	<b>23.07%</b>	<b>23.77%</b>	<b>27.16%</b>	<b>22.42%</b>	<b>23.16%</b>
Reported income taxes paid to revenue%	3.84%	3.25%	4.02%	3.15%	2.30%
Reported capital expenditures and investment to revenue%	8.01%	8.23%	9.02%	8.71%	7.31%
<b>Free Cash Growth Profile™</b>	<b>11.22%</b>	<b>12.29%</b>	<b>14.13%</b>	<b>10.55%</b>	<b>13.56%</b>

<sup>a</sup>Data for the twelve months ending with the second quarter, 2008 and 2007, respectively.

<sup>b</sup>Data for the annual period ending in 2007, 2006 and 2005, respectively.

The Free Cash Growth Profile™, for the median Information Technology Services firm peaked at 14.13% in 2007 primarily on the strength of improving gross margin of 56.59% and (unusually) low operating working capital as a percentage of revenue. Information Technology Services firms demonstrated a fairly stable operating cushion of around 28%

for all the periods studied, however, fluctuations in operating working capital as a percentage of revenue along with changes in reported income taxes paid to revenue as well as reported capital expenditures to revenue caused the median free cash flow profile to vary within the range of 10.55% in Dec 2006 to 14.13% in Dec 2007.

### ***Improving Profile: IBM Corp***

IBM has been able to make sustained improvements in its Free Cash Growth Profile<sup>TM</sup> from negative 0.74% in 2005 to a high of 9.25% in the twelve months ending Quarter 2, 2007 and finishing the twelve months ending quarter 2, 2008 with a Free Cash Growth Profile<sup>TM</sup> of 8.61%. This improvement in IBM's Free Cash Growth Profile<sup>TM</sup> has been driven by a number of factors – namely, improvements in gross margin and reductions in operating working capital.

<b>INTL BUSINESS MACHINES CORP</b>	<b>12 months ending</b>		<b>Annual</b>	<b>Annual</b>	<b>Annual</b>
	<b>Qtr 2,</b>	<b>Qtr 2,</b>			
	<b>2008</b>	<b>2007</b>	<b>2007</b>	<b>2006</b>	<b>2005</b>
Gross margin (excl. depreciation and amortization) %	48.37%	47.77%	47.72%	47.75%	45.95%
SG&A (excl. depreciation and amortization) %	21.54%	21.61%	21.37%	21.36%	20.37%
R&D %	5.67%	6.06%	5.82%	6.21%	5.90%
<b>Operating cushion %</b>	<b>21.16%</b>	<b>20.10%</b>	<b>20.52%</b>	<b>20.18%</b>	<b>19.68%</b>
Operating working capital to revenue %	5.80%	4.33%	8.78%	6.49%	15.23%
<b>Core operating growth profile<sup>TM</sup></b>	<b>15.36%</b>	<b>15.77%</b>	<b>11.74%</b>	<b>13.69%</b>	<b>4.45%</b>
Reported income taxes paid to revenue%	2.64%	2.26%	2.64%	2.26%	2.19%
Reported capital expenditures to revenue%	4.11%	4.25%	4.14%	4.30%	3.00%
<b>Free Cash Growth Profile<sup>TM</sup></b>	<b>8.61%</b>	<b>9.25%</b>	<b>4.96%</b>	<b>7.13%</b>	<b>-0.74%</b>
Operating receivables days	95.28	93.63	106.37	107.19	97.84
Deferred revenue days	48.94	47.29	47.52	44.27	39.07
Inventory (incl. capitalized interest) days	10.20	10.98	9.84	11.22	11.38
Operating payables days	26.35	25.65	29.76	31.80	29.43
Prepays days	106.53	96.60	107.80	91.76	121.33
Accruals days	115.54	112.47	114.67	110.42	106.45
<b>Cash cycle</b>	<b>21.18</b>	<b>15.81</b>	<b>32.06</b>	<b>23.68</b>	<b>55.59</b>

### ***Stable Profile: Automatic Data Processing (ADP)***

ADP has maintained a fairly stable Free Cash Growth Profile<sup>TM</sup> since 2006 at around 9%, except from a sharp spurt in 2007 when Free Cash Growth Profile<sup>TM</sup> spiked to 16.39%, primarily due to an increase in deferred revenue days in 2007.



<b>AUTOMATIC DATA PROCESSING</b>	<b>12 months ending Qtr 2, 2008</b>	<b>12 months ending Qtr 2, 2007</b>	<b>Annual 2007</b>	<b>Annual 2006</b>	<b>Annual 2005</b>
Gross margin (excl. depreciation and amortization) %	51.79%	48.71%	51.30%	50.04%	51.56%
SG&A (excl. depreciation and amortization) %	20.83%	18.91%	20.38%	19.36%	21.29%
R&D %	6.08%	6.45%	6.23%	6.64%	7.34%
<b>Operating cushion %</b>	<b>24.87%</b>	<b>23.36%</b>	<b>24.69%</b>	<b>24.04%</b>	<b>22.92%</b>
Operating working capital to revenue %	4.04%	3.93%	-3.12%	3.93%	2.72%
<b>Core operating growth profile™</b>	<b>20.83%</b>	<b>19.43%</b>	<b>27.81%</b>	<b>20.11%</b>	<b>20.20%</b>
Reported income taxes paid to revenue%	9.21%	7.61%	9.21%	7.61%	5.77%
Reported capital expenditures to revenue%	2.09%	2.43%	2.22%	3.29%	2.31%
<b>Free Cash Growth Profile™</b>	<b>9.54%</b>	<b>9.39%</b>	<b>16.39%</b>	<b>9.22%</b>	<b>12.13%</b>
Operating receivables days	46.97	86.38	48.76	83.80	93.30
Deferred revenue days	21.42	20.93	36.25	21.66	19.87
Operating payables days	4.22	6.73	5.89	33.74	41.63
Prepays days	933.04	921.38	932.40	796.63	829.23
Accruals days	939.61	965.75	950.42	810.70	851.09
<b>Cash cycle</b>	<b>14.76</b>	<b>14.35</b>	<b>-11.40</b>	<b>14.34</b>	<b>9.95</b>

### ***Deteriorating Profile: Wipro Ltd.***

Sustained pressure on its gross margin (excl. depreciation and amortization) % and rising SG&A expense as a % of revenue were major drivers responsible for Wipro's deteriorating Free Cash Growth Profile™, which decreased from 7.22% in 2005 to a low of negative 6.52% in 2007 before improving to 2.25% for 12-months ending quarter 2, 2008.

<b>WIPRO LTD</b>	<b>12 months ending</b>		<b>Annual</b>	<b>Annual</b>	<b>Annual</b>
	<b>Qtr 1,</b>	<b>Qtr 1,</b>	<b>2007</b>	<b>2006</b>	<b>2005</b>
	<b>2008</b>	<b>2007</b>			
Gross margin (excl. depreciation and amortization) %	31.92%	33.68%	32.13%	34.13%	35.33%
SG&A (excl. depreciation and amortization) %	11.94%	10.28%	11.62%	10.18%	10.80%
R&D %	0.21%	0.20%	0.21%	0.18%	0.00%
<b>Operating cushion %</b>	<b>19.77%</b>	<b>23.20%</b>	<b>20.31%</b>	<b>23.78%</b>	<b>24.53%</b>
Operating working capital to revenue %	9.33%	14.50%	16.87%	9.85%	9.94%
<b>Core operating growth profile™</b>	<b>10.44%</b>	<b>8.70%</b>	<b>3.43%</b>	<b>13.93%</b>	<b>14.58%</b>
Reported income taxes paid to revenue%	2.77%	2.85%	2.77%	2.85%	0.00%
Reported capital expenditures to revenue%	5.42%	6.70%	7.19%	7.52%	7.37%
<b>Free Cash Growth Profile™</b>	<b>2.25%</b>	<b>-0.84%</b>	<b>-6.52%</b>	<b>3.56%</b>	<b>7.22%</b>
Operating receivables days	66.57	65.85	71.93	69.53	104.67
Deferred revenue days	7.43	0.01	7.69	4.44	2.07
Inventory (incl. capitalized interest) days	32.20	24.81	28.61	22.59	7.11
Operating payables days	24.40	22.09	24.19	17.25	14.27
Prepays days	40.27	36.65	42.70	31.27	23.55
Accruals days	73.16	52.31	49.77	70.19	82.70
<b>Cash cycle</b>	<b>34.05</b>	<b>52.90</b>	<b>61.59</b>	<b>31.51</b>	<b>36.29</b>

## Telecommunications Equipment

### Exhibit 6: Free Cash Growth Profile™, Telecommunications Equipment Industry, Annual Data for Periods Ending in 2005 – 2007 and Twelve Month Data for Interim Periods Ending with Qtr. 2 2008 and Qtr. 2 2007.

	<b>Q2-08<sup>a</sup></b>	<b>Q2-07<sup>a</sup></b>	<b>Ann-07<sup>b</sup></b>	<b>Ann-06<sup>b</sup></b>	<b>Ann-05<sup>b</sup></b>
Gross margin (excl. depreciation and amortization)%	51.76%	51.15%	51.20%	51.26%	52.15%
SG&A (excl. depreciation and amortization)%	14.15%	14.75%	14.63%	14.14%	14.09%
R&D%	12.75%	13.73%	12.79%	13.38%	13.62%
<b>Operating cushion%</b>	<b>24.86%</b>	<b>22.67%</b>	<b>23.78%</b>	<b>23.74%</b>	<b>24.44%</b>
Operating working capital to revenue %	4.38%	4.18%	2.33%	2.71%	3.37%
<b>Core operating growth profile™</b>	<b>20.48%</b>	<b>18.49%</b>	<b>21.45%</b>	<b>21.02%</b>	<b>21.06%</b>
Reported income taxes paid to revenue%	2.63%	2.41%	2.28%	2.38%	2.07%
Reported capital expenditures and investment to revenue%	4.71%	3.60%	3.40%	3.60%	3.56%
<b>Free Cash Growth Profile™</b>	<b>13.14%</b>	<b>12.48%</b>	<b>15.76%</b>	<b>15.05%</b>	<b>15.44%</b>

<sup>a</sup>Data for the twelve months ending with the second quarter, 2008 and 2007, respectively.

<sup>b</sup>Data for the annual period ending in 2007, 2006 and 2005, respectively.

The Telecommunications Industry demonstrates a very interesting profile with a fairly stable year-end median Free Cash Growth Profile™ of around 15% for year ending 2005, 2006, 2007 and relatively higher, but once again, fairly similar, interim median Free Cash Growth Profile™ in the narrow 12.48% to 13.14% range in the twelve months ending

Quarter 2 2007 and Quarter 2, 2006, respectively. The median firm in this industry has reported a reasonably stable gross margin, SG&A and R&D percentage for all each of periods under review. However, operating working capital as a percentage of revenues seems to display seasonality with higher median values for interim data than those for year-end values.

### ***Improving Profile: Harris Corp***

Through improvements in its gross margin, Harris Corp has been able to make sustained improvements to its Free Cash Growth Profile<sup>TM</sup>. The metric rose from a negative 5.92% in 2005 to negative 2.93% for the 12-months ending quarter 2, 2008. It is important to note however, that a negative Free Cash Growth Profile<sup>TM</sup> implies that Harris Corp is expected to consume cash flow as it grows.

<b>Harris Corp.</b>	<b>12 months ending Qtr 2, 2008</b>	<b>Qtr 2, 2007</b>	<b>Annual 2007</b>	<b>Annual 2006</b>	<b>Annual 2005</b>
Gross margin (excl. depreciation and amortization) %	34.85%	35.18%	34.36%	35.09%	29.62%
SG&A (excl. depreciation and amortization) %	10.55%	11.56%	10.61%	12.25%	11.38%
R&D %	5.44%	5.64%	5.53%	5.40%	4.58%
<b>Operating cushion %</b>	<b>18.86%</b>	<b>17.98%</b>	<b>18.22%</b>	<b>17.43%</b>	<b>13.67%</b>
Operating working capital to revenue %	15.22%	16.35%	15.41%	16.93%	15.64%
<b>Core operating growth profile<sup>TM</sup></b>	<b>3.65%</b>	<b>1.63%</b>	<b>2.81%</b>	<b>0.49%</b>	<b>-1.97%</b>
Reported income taxes paid to revenue%	3.79%	2.61%	3.79%	2.61%	1.45%
Reported capital expenditures to revenue%	2.79%	3.36%	3.04%	2.93%	2.50%
<b>Free Cash Growth Profile<sup>TM</sup></b>	<b>-2.93%</b>	<b>-4.34%</b>	<b>-4.02%</b>	<b>-5.04%</b>	<b>-5.92</b>
Operating receivables days	61.11	50.82	64.39	58.89	60.09
Deferred revenue days	0.70	0.65	0.65	0.67	0.67
Inventory (incl. capitalized interest) days	46.35	47.67	47.90	49.25	42.57
Operating payables days	28.30	20.99	30.11	24.75	19.91
Prepays days	21.64	26.31	23.16	28.50	25.07
Accruals days	45.27	44.13	49.09	50.08	50.75
<b>Cash cycle</b>	<b>54.84</b>	<b>59.03</b>	<b>55.60</b>	<b>61.14</b>	<b>56.41</b>

### ***Stable profile: Cisco Systems Inc.,***

Cisco demonstrates a relatively stable Free Cash Growth Profile<sup>TM</sup> for the period considered. Cisco did see a slight drop in its operating cushion due to a decline in gross margin. The drop in gross margin, however, was somewhat compensated for by a reduction in R&D as a percentage of revenues as well as by a reduction in operating working capital to revenue %.

<b>Cisco Systems, Inc.</b>	<b>12 months ending</b>		<b>Annual</b>	<b>Annual</b>	<b>Annual</b>
	<b>Qtr 2,</b>	<b>Qtr 2,</b>			
	<b>2008</b>	<b>2007</b>	<b>2007</b>	<b>2006</b>	<b>2005</b>
Gross margin (excl. depreciation and amortization) %	66.82%	65.44%	65.67%	67.60%	69.46%
SG&A (excl. depreciation and amortization) %	22.50%	19.68%	21.06%	19.91%	21.32%
R&D %	12.55%	13.41%	12.88%	14.28%	13.39%
<b>Operating cushion %</b>	<b>31.76%</b>	<b>32.35%</b>	<b>31.73%</b>	<b>33.41%</b>	<b>34.74%</b>
Operating working capital to revenue %	-7.58%	-7.79%	-7.36%	-6.66%	-6.35%
<b>Core operating growth profile™</b>	<b>39.34%</b>	<b>40.13%</b>	<b>39.09%</b>	<b>40.07%</b>	<b>41.09%</b>
Reported income taxes paid to revenue%	4.74%	5.76%	4.74%	5.76%	5.10%
Reported capital expenditures to revenue%	3.43%	2.90%	3.58%	2.71%	2.79%
<b>Free Cash Growth Profile™</b>	<b>31.16%</b>	<b>31.47%</b>	<b>30.77%</b>	<b>31.60%</b>	<b>33.20%</b>
Operating receivables days	45.01	33.24	45.76	46.27	36.26
Deferred revenue days	77.32	69.29	73.55	72.39	74.20
Inventory (incl. capitalized interest) days	12.27	18.77	13.82	17.57	19.09
Operating payables days	7.39	10.64	8.22	11.28	10.82
Prepays days	64.12	55.03	56.03	56.05	56.69
Accruals days	64.34	55.53	60.70	60.53	50.20
<b>Cash cycle</b>	<b>-27.65</b>	<b>-28.42</b>	<b>-26.86</b>	<b>-24.31</b>	<b>-23.18</b>

### ***Deteriorating Profile – Motorola Inc.***

A number of factors worked in concert to contribute to Motorola's deteriorating Free Cash Growth Profile™. Operating cushion declined due to reductions in gross margin and increased spending on SG&A and R&D. Increases in operating working capital also contributed to the decline.

<b>Motorola Inc.</b>	<b>12 months ending</b>		<b>Annual</b>	<b>Annual</b>	<b>Annual</b>
	<b>Qtr 2,</b>	<b>Qtr 2,</b>			
	<b>2008</b>	<b>2007</b>	<b>2007</b>	<b>2006</b>	<b>2005</b>
Gross margin (excl. depreciation and amortization) %	29.80%	28.83%	28.67%	30.61%	33.60%
SG&A (excl. depreciation and amortization) %	12.18%	10.93%	12.04%	9.63%	10.30%
R&D %	12.65%	10.69%	12.09%	9.58%	9.99%
<b>Operating cushion %</b>	<b>4.97%</b>	<b>7.21%</b>	<b>4.54%</b>	<b>11.41%</b>	<b>13.31%</b>
Operating working capital to revenue %	11.80%	5.26%	8.70%	2.28%	1.57%
<b>Core operating growth profile™</b>	<b>-6.82%</b>	<b>1.95%</b>	<b>-4.17%</b>	<b>9.13%</b>	<b>11.75%</b>
Reported income taxes paid to revenue%	1.20%	1.08%	1.20%	1.08%	1.88%
Reported capital expenditures to revenue%	1.15%	1.40%	0.99%	1.32%	1.30%
<b>Free Cash Growth Profile™</b>	<b>-9.17%</b>	<b>-0.53%</b>	<b>-6.35%</b>	<b>6.74%</b>	<b>8.56%</b>
Operating receivables days	60.29	55.00	62.63	75.40	69.54
Deferred revenue days	20.47	14.95	16.23	8.54	3.83
Inventory (incl. capitalized interest) days	29.62	27.12	38.18	31.21	28.54
Operating payables days	40.87	31.41	41.53	43.04	43.65
Prepays days	94.12	64.18	69.24	43.08	48.58
Accruals days	79.63	80.72	80.53	89.81	93.46

Cash cycle	43.05	19.22	31.76	8.31	5.72
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## Semiconductors and Related Equipment

### Exhibit 7: Free Cash Growth Profile<sup>TM</sup>, Semiconductors and Related Equipment Industry, Annual Data for Periods Ending in 2005 – 2007 and Twelve Month Data for Interim Periods Ending with Qtr. 2 2008 and Qtr. 2 2007.

	Q2-08 <sup>a</sup>	Q2-07 <sup>a</sup>	Ann-07 <sup>b</sup>	Ann-06 <sup>b</sup>	Ann-05 <sup>b</sup>
Gross margin (excl. depreciation and amortization)%	55.33%	56.99%	54.27%	56.62%	60.23%
SG&A (excl. depreciation and amortization)%	8.99%	9.74%	9.04%	9.58%	10.79%
R&D%	12.79%	14.41%	12.89%	13.87%	14.06%
<b>Operating cushion%</b>	<b>33.55%</b>	<b>32.84%</b>	<b>32.34%</b>	<b>33.17%</b>	<b>35.38%</b>
Operating working capital to revenue %	4.02%	13.33%	10.95%	12.45%	12.01%
<b>Core operating growth profile<sup>TM</sup></b>	<b>29.53%</b>	<b>19.51%</b>	<b>21.39%</b>	<b>20.73%</b>	<b>23.38%</b>
Reported income taxes paid to revenue%	4.28%	4.54%	4.30%	4.19%	3.94%
Reported capital expenditures and investment to revenue%	12.41%	14.17%	12.97%	13.38%	12.69%
<b>Free Cash Growth Profile<sup>TM</sup></b>	<b>12.84%</b>	<b>0.80%</b>	<b>4.12%</b>	<b>3.16%</b>	<b>6.74%</b>

<sup>a</sup>Data for the twelve months ending with the second quarter, 2008 and 2007, respectively.

<sup>b</sup>Data for the annual period ending in 2007, 2006 and 2005, respectively.

The median firm in the Semiconductor and Related Equipment industry demonstrates a highly volatile Free Cash Growth Profile<sup>TM</sup> with a low of 0.80% for 12-months ending Quarter 2, 2007 and a high of 12.84% for 12-months ending Quarter 2, 2008. Using annual data, the Profile has ranged from 3.16% in 2006 to 4.12% in 2007

### Improving Profile: SunPower Corporation

SunPower Corp. demonstrates a steadily improving Free Cash Growth Profile<sup>TM</sup> (becoming less negative) from negative 66.9% in 2005 to negative 33.50% for 12-months ending Quarter 2, 2008. The steady improvement in the Free Cash Growth Profile<sup>TM</sup> was driven by a host of factors, including an increase in the operating cushion and reductions in capital expenditures.

<b>SunPower Corporation</b>	<b>12 months ending Qtr 2, 2008</b>	<b>12 months ending Qtr 2, 2007</b>	<b>Annual 2007</b>	<b>Annual 2006</b>	<b>Annual 2005</b>
Gross margin (excl. depreciation and amortization) %	24.20%	27.69%	22.35%	28.26%	14.65%
SG&A (excl. depreciation and amortization) %	4.17%	6.05%	3.20%	5.13%	5.29%
R&D %	1.55%	2.38%	1.75%	4.09%	8.24%
<b>Operating cushion %</b>	<b>18.49%</b>	<b>19.26%</b>	<b>17.40%</b>	<b>19.04%</b>	<b>1.12%</b>
Operating working capital to revenue %	35.32%	29.25%	31.43%	35.67%	-21.32%
<b>Core operating growth profile™</b>	<b>-16.83%</b>	<b>-9.99%</b>	<b>-14.0%</b>	<b>-16.6%</b>	<b>22.44%</b>
Reported income taxes paid to revenue%	0.11%	0.00%	0.11%	0.00%	0.00%
Reported capital expenditures to revenue%	16.56%	39.19%	24.96%	45.76%	89.37%
<b>Free Cash Growth Profile™</b>	<b>-33.50%</b>	<b>-49.18%</b>	<b>-39.1%</b>	<b>-62.4%</b>	<b>-66.9%</b>
Operating receivables days	95.32	86.89	73.24	95.19	118.20
Deferred revenue days	24.55	23.88	32.70	18.99	173.38
Inventory (incl. capitalized interest) days	82.17	99.45	84.63	35.16	60.95
Operating payables days	61.49	92.56	56.47	40.95	65.80
Prepays days	85.68	114.97	120.47	132.60	15.00
Accruals days	48.22	78.11	74.46	72.82	32.79
<b>Cash cycle</b>	<b>128.91</b>	<b>106.75</b>	<b>114.71</b>	<b>130.19</b>	<b>-77.82</b>

### *Stable profile – Altera Corp*

Altera Corp displays a relatively stable Free Cash Growth Profile™ within the 29% to 36% range over the period studied. During that time, gross margin declined somewhat, but was offset by a reduction in SG&A.



<b>Altera Corp.</b>	<b>12 months ending</b>		<b>Annual</b>	<b>Annual</b>	<b>Annual</b>
	<b>Qtr 2,</b>	<b>Qtr 2,</b>			
	<b>2008</b>	<b>2007</b>	<b>2007</b>	<b>2006</b>	<b>2005</b>
Gross margin (excl. depreciation and amortization) %	67.45%	68.23%	66.97%	68.91%	69.84%
SG&A (excl. depreciation and amortization) %	15.48%	18.40%	17.34%	18.53%	19.86%
R&D %	19.96%	18.97%	21.02%	19.35%	18.67%
<b>Operating cushion %</b>	<b>32.00%</b>	<b>30.86%</b>	<b>28.61%</b>	<b>31.03%</b>	<b>31.31%</b>
Operating working capital to revenue %	-5.75%	-4.32%	-5.11%	-4.81%	-4.49%
<b>Core operating growth profile™</b>	<b>37.75%</b>	<b>35.18%</b>	<b>33.72%</b>	<b>35.84%</b>	<b>35.80%</b>
Reported income taxes paid to revenue%	0.65%	3.03%	0.65%	3.03%	-0.46%
Reported capital expenditures to revenue%	1.07%	3.05%	2.47%	2.84%	2.31%
<b>Free Cash Growth Profile™</b>	<b>36.03%</b>	<b>29.10%</b>	<b>30.60%</b>	<b>29.98%</b>	<b>33.96%</b>
Operating receivables days	70.34	53.61	57.45	21.24	26.15
Inventory (incl. capitalized interest) days	20.78	20.92	21.41	22.28	22.97
Operating payables days	12.16	10.09	12.00	6.88	9.55
Prepays days	82.98	79.20	88.19	74.49	73.51
Accruals days	182.94	159.40	173.70	128.70	129.46
<b>Cash Cycle</b>	<b>-20.99</b>	<b>-15.77</b>	<b>-18.64</b>	<b>-17.57</b>	<b>-16.38</b>

### *Deteriorating profile – Linear Technology Corp.*

Linear Technologies saw its Free Cash Growth Profile™ decline mainly due to a declining operating cushion, driven by a slight decline in gross margin and an increase in R&D spending, offset somewhat by a reduction in SG&A as a percent of revenue. Increased operating working capital needs also pushed the Profile lower.

<b>Linear Technology Corp.</b>	<b>12 months ending</b>		<b>Annual</b>	<b>Annual</b>	<b>Annual</b>
	<b>Qtr 2,</b>	<b>Qtr 2,</b>			
	<b>2008</b>	<b>2007</b>	<b>2007</b>	<b>2006</b>	<b>2005</b>
Gross margin (excl. depreciation and amortization) %	81.52%	81.71%	81.70%	82.07%	83.13%
SG&A (excl. depreciation and amortization) %	5.73%	5.41%	5.05%	6.21%	7.81%
R&D %	17.16%	15.60%	16.95%	14.72%	12.52%
<b>Operating cushion %</b>	<b>58.63%</b>	<b>60.70%</b>	<b>59.70%</b>	<b>61.14%</b>	<b>62.80%</b>
Operating working capital to revenue %	8.49%	13.25%	9.48%	7.00%	1.58%
<b>Core operating growth profile™</b>	<b>50.14%</b>	<b>47.45%</b>	<b>50.22%</b>	<b>54.14%</b>	<b>61.22%</b>
Reported income taxes paid to revenue%	16.18%	13.73%	16.18%	13.73%	14.72%
Reported capital expenditures to revenue%	3.55%	5.35%	5.72%	6.35%	5.92%
<b>Free Cash Growth Profile™</b>	<b>30.42%</b>	<b>28.38%</b>	<b>28.32%</b>	<b>34.06%</b>	<b>40.59%</b>
Operating receivables days	50.08	48.73	43.99	51.53	43.77
Deferred revenue days	12.78	13.50	13.46	16.03	15.20
Inventory (incl. capitalized interest) days	17.52	14.63	17.21	13.03	11.94
Operating payables days	4.09	4.91	3.76	4.87	4.10
Prepays days	43.52	39.07	30.21	25.03	23.38
Accruals days	63.28	35.67	39.59	43.13	54.00

Cash cycle	30.97	48.35	34.60	25.57	5.78
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**APPENDIX:****The Free Cash Profile of Selected Other Technology Firms****Computer Hardware**

<b>Apple Inc</b>	<b>12 months ending Qtr 2, 2008</b>	<b>Qtr 2, 2007</b>	<b>Annual 2007</b>	<b>Annual 2006</b>	<b>Annual 2005</b>
Gross margin (excl. depreciation and amortization) %	34.22%	31.49%	33.82%	28.92%	28.96%
SG&A (excl. depreciation and amortization) %	10.39%	11.16%	11.19%	11.69%	12.98%
R&D %	3.25%	3.34%	3.26%	3.69%	3.83%
<b>Operating cushion %</b>	<b>20.58%</b>	<b>16.99%</b>	<b>19.37%</b>	<b>13.54%</b>	<b>12.15%</b>
Operating working capital to revenue %	-10.51%	-6.80%	-10.01%	-6.23%	-10.05%
<b>Core operating growth profile™</b>	<b>31.09%</b>	<b>23.79%</b>	<b>29.39%</b>	<b>19.77%</b>	<b>22.20%</b>
Reported income taxes paid to revenue%	3.59%	1.00%	3.59%	1.00%	0.12%
Reported capital expenditures to revenue%	3.03%	2.91%	3.06%	3.40%	1.87%
<b>Free Cash Growth Profile™</b>	<b>24.46%</b>	<b>19.87%</b>	<b>22.73%</b>	<b>15.37%</b>	<b>20.21%</b>
Operating receivables days	45.96	28.19	61.26	53.76	34.38
Deferred revenue days	48.57	22.59	34.06	20.81	20.49
Inventory (incl. capitalized interest) days	4.62	3.52	5.26	5.10	4.32
Operating payables days	52.74	40.63	75.57	64.06	46.61
Prepays days	60.17	43.49	51.95	47.66	23.58
Accruals days	47.79	36.79	45.40	44.39	31.86
<b>Cash cycle</b>	<b>-38.34</b>	<b>-24.82</b>	<b>-36.55</b>	<b>-22.73</b>	<b>-36.68</b>

<b>Hewlett-Packard Company</b>	<b>12 months ending Qtr 2, 2008</b>	<b>Qtr 2, 2007</b>	<b>Annual 2007</b>	<b>Annual 2006</b>	<b>Annual 2005</b>
Gross margin (excl. depreciation and amortization) %	25.46%	25.84%	25.45%	25.50%	24.63%
SG&A (excl. depreciation and amortization) %	9.96%	11.12%	10.37%	11.05%	11.94%
R&D %	3.29%	3.68%	3.46%	3.92%	4.03%
<b>Operating cushion %</b>	<b>12.20%</b>	<b>11.04%</b>	<b>11.62%</b>	<b>10.54%</b>	<b>8.67%</b>
Operating working capital to revenue %	-1.62%	4.25%	0.43%	-0.78%	1.93%
<b>Core operating growth profile™</b>	<b>13.82%</b>	<b>6.79%</b>	<b>11.18%</b>	<b>11.32%</b>	<b>6.74%</b>
Reported income taxes paid to revenue%	0.92%	0.69%	0.92%	0.69%	1.02%
Reported capital expenditures to revenue%	2.19%	2.51%	2.37%	2.16%	1.68%
<b>Free Cash Growth Profile™</b>	<b>10.71%</b>	<b>3.59%</b>	<b>7.89%</b>	<b>8.46%</b>	<b>4.04%</b>
Operating receivables days	53.39	53.06	75.54	73.89	73.10
Deferred revenue days	18.01	18.43	26.19	24.13	21.67
Inventory (incl. capitalized interest) days	25.38	27.37	28.12	30.86	28.95
Operating payables days	41.08	43.26	41.25	48.19	43.04
Prepays days	60.99	72.57	36.89	37.54	42.04
Accruals days	86.58	75.77	71.51	72.81	72.34
<b>Cash cycle</b>	<b>-5.90</b>	<b>15.53</b>	<b>1.59</b>	<b>-2.84</b>	<b>7.05</b>

**Computer Software**

<b>Adobe Systems Incorporated</b>	<b>12 months ending Qtr 2, 2008</b>	<b>12 months ending Qtr 2, 2007</b>	<b>Annual 2007</b>	<b>Annual 2006</b>	<b>Annual 2005</b>
Gross margin (excl. depreciation and amortization) %	88.95%	84.59%	89.06%	88.73%	96.51%
SG&A (excl. depreciation and amortization) %	30.68%	23.84%	27.68%	27.02%	37.59%
R&D %	18.78%	20.63%	19.42%	20.58%	18.58%
<b>Operating cushion %</b>	<b>39.50%</b>	<b>40.12%</b>	<b>41.96%</b>	<b>41.12%</b>	<b>40.34%</b>
Operating working capital to revenue %	-9.06%	-0.48%	-2.55%	2.39%	-1.04%
<b>Core operating growth profile™</b>	<b>48.56%</b>	<b>40.60%</b>	<b>44.51%</b>	<b>38.73%</b>	<b>41.37%</b>
Reported income taxes paid to revenue%	1.75%	1.42%	1.75%	1.42%	4.00%
Reported capital expenditures to revenue%	3.08%	4.62%	4.18%	3.23%	2.49%
<b>Free Cash Growth Profile™</b>	<b>43.73%</b>	<b>34.56%</b>	<b>38.58%</b>	<b>34.08%</b>	<b>34.89%</b>
Operating receivables days	37.95	50.60	41.94	57.92	38.01
Deferred revenue days	22.31	28.44	24.19	23.10	12.54
Operating payables days	3.86	5.20	4.82	5.37	5.10
Prepays days	21.23	39.38	29.64	30.39	21.81
Accruals days	66.09	58.08	51.86	51.13	45.97
<b>Cash cycle</b>	<b>-33.08</b>	<b>-1.75</b>	<b>-9.30</b>	<b>8.72</b>	<b>-3.79</b>

<b>BMC Software</b>	<b>12 months ending Qtr 2, 2008</b>	<b>12 months ending Qtr 2, 2007</b>	<b>Annual 2007</b>	<b>Annual 2006</b>	<b>Annual 2005</b>
Gross margin (excl. depreciation and amortization) %	82.23%	82.15%	82.70%	81.77%	83.85%
SG&A (excl. depreciation and amortization) %	35.05%	39.74%	36.26%	39.69%	44.51%
R&D %	12.65%	12.81%	12.09%	13.33%	13.94%
<b>Operating cushion %</b>	<b>34.54%</b>	<b>29.60%</b>	<b>34.36%</b>	<b>28.75%</b>	<b>25.39%</b>
Operating working capital to revenue %	-85.99%	-88.16%	-82.47%	-87.10%	-85.34%
<b>Core operating growth profile™</b>	<b>120.53%</b>	<b>117.76%</b>	<b>116.83%</b>	<b>115.84%</b>	<b>110.73%</b>
Reported income taxes paid to revenue%	3.58%	3.49%	3.58%	3.49%	3.74%
Reported capital expenditures to revenue%	2.23%	2.24%	2.22%	2.13%	1.61%
<b>Free Cash Growth Profile™</b>	<b>114.71%</b>	<b>112.03%</b>	<b>111.03%</b>	<b>110.22%</b>	<b>105.39%</b>
Operating receivables days	50.18	52.66	62.56	72.96	70.89
Deferred revenue days	372.65	405.55	375.08	399.32	396.64
Operating payables days	11.09	5.55	10.14	18.80	34.47
Prepays days	112.17	115.87	129.42	117.67	128.45
Accruals days	92.47	79.21	107.80	90.42	79.70
<b>Cash cycle</b>	<b>-313.85</b>	<b>-321.79</b>	<b>-301.03</b>	<b>-317.91</b>	<b>-311.48</b>

<b>CA, Inc.</b>	<b>12 months ending Qtr 2, 2008</b>	<b>12 months ending Qtr 2, 2007</b>	<b>Annual 2007</b>	<b>Annual 2006</b>	<b>Annual 2005</b>
Gross margin (excl. depreciation and amortization) %	84.04%	40.14%	84.03%	39.79%	81.11%
SG&A (excl. depreciation and amortization) %	38.73%	-2.99%	40.22%	-3.80%	38.12%
R&D %	11.75%	16.47%	12.06%	18.06%	18.36%
<b>Operating cushion %</b>	<b>33.56%</b>	<b>26.66%</b>	<b>31.75%</b>	<b>25.54%</b>	<b>24.63%</b>
Operating working capital to revenue %	-53.49%	-52.23%	-61.28%	-55.39%	-45.76%
<b>Core operating growth profile™</b>	<b>87.05%</b>	<b>78.89%</b>	<b>93.03%</b>	<b>80.93%</b>	<b>70.39%</b>
Reported income taxes paid to revenue%	8.74%	7.51%	8.74%	7.51%	5.45%
Reported capital expenditures to revenue%	2.07%	-2.16%	2.10%	-1.29%	1.74%
<b>Free Cash Growth Profile™</b>	<b>76.23%</b>	<b>73.55%</b>	<b>82.18%</b>	<b>74.71%</b>	<b>63.20%</b>
Operating receivables days	59.89	31.42	82.78	36.10	48.56
Deferred revenue days	288.62	220.42	315.76	225.59	212.98
Operating payables days	13.29	17.26	12.97	21.01	39.52
Prepays days	134.42	140.04	137.82	128.02	123.94
Accruals days	87.65	124.42	115.55	119.69	87.02
<b>Cash cycle</b>	<b>-195.24</b>	<b>-190.63</b>	<b>-223.68</b>	<b>-202.17</b>	<b>-167.02</b>

<b>Salesforce.com Inc.</b>	<b>12 months ending Qtr 2, 2008</b>	<b>12 months ending Qtr 2, 2007</b>	<b>Annual 2007</b>	<b>Annual 2006</b>	<b>Annual 2005</b>
Gross margin (excl. depreciation and amortization) %	87.52%	83.81%	85.71%	82.93%	84.35%
SG&A (excl. depreciation and amortization) %	57.54%	59.13%	58.23%	59.58%	62.65%
R&D %	8.52%	8.80%	8.52%	8.97%	7.53%
<b>Operating cushion %</b>	<b>21.47%</b>	<b>15.88%</b>	<b>18.96%</b>	<b>14.38%</b>	<b>14.17%</b>
Operating working capital to revenue %	-33.76%	-29.72%	-34.28%	-32.57%	-38.33%
<b>Core operating growth profile™</b>	<b>55.23%</b>	<b>45.60%</b>	<b>53.23%</b>	<b>46.95%</b>	<b>52.50%</b>
Reported income taxes paid to revenue%	0.21%	0.05%	0.21%	0.05%	-0.05%
Reported capital expenditures to revenue%	5.94%	6.97%	5.82%	4.45%	7.56%
<b>Free Cash Growth Profile™</b>	<b>49.08%</b>	<b>38.57%</b>	<b>47.21%</b>	<b>42.44%</b>	<b>44.99%</b>
Operating receivables days	58.29	67.88	107.28	94.49	89.68
Deferred revenue days	190.17	191.56	234.44	208.58	199.28
Operating payables days	5.72	4.29	3.65	6.51	12.03
Prepays days	66.10	71.69	72.29	59.40	44.31
Accruals days	51.73	52.21	66.59	57.68	62.58
<b>Cash cycle</b>	<b>-123.23</b>	<b>-108.50</b>	<b>-125.11</b>	<b>-118.87</b>	<b>-139.91</b>

<b>Dassault Systemes SA</b>	<b>12 months ending Qtr 2, 2008</b>	<b>12 months ending Qtr 2, 2007</b>	<b>Annual 2007</b>	<b>Annual 2006</b>	<b>Annual 2005</b>
Gross margin (excl. depreciation and amortization) %	85.80%	85.15%	84.21%	83.89%	86.69%
SG&A (excl. depreciation and amortization) %	34.16%	30.79%	32.52%	30.07%	29.72%
R&D %	23.33%	24.92%	24.06%	25.90%	26.75%
<b>Operating cushion %</b>	<b>28.30%</b>	<b>29.45%</b>	<b>27.63%</b>	<b>27.92%</b>	<b>30.22%</b>
Operating working capital to revenue %	20.65%	28.49%	6.24%	18.65%	13.49%
<b>Core operating growth profile™</b>	<b>7.66%</b>	<b>0.95%</b>	<b>21.39%</b>	<b>9.27%</b>	<b>16.72%</b>
Reported income taxes paid to revenue%	5.27%	0.42%	5.27%	0.42%	9.43%
Reported capital expenditures to revenue%	0.22%	2.27%	2.39%	2.23%	4.62%
<b>Free Cash Growth Profile™</b>	<b>2.17%</b>	<b>-1.74%</b>	<b>13.73%</b>	<b>6.62%</b>	<b>2.67%</b>
Operating receivables days	76.02	77.46	93.05	95.74	112.95
Deferred revenue days			60.17	53.78	57.83
Operating payables days			14.04	16.45	19.38
Prepays days	-0.65	-0.42	78.26	109.24	86.21
Accruals days		-26.97	74.31	66.65	72.70
<b>Cash cycle</b>	<b>75.37</b>	<b>104.00</b>	<b>22.78</b>	<b>68.08</b>	<b>49.26</b>

<b>Electronic Arts Inc.</b>	<b>12 months ending Qtr 2, 2008</b>	<b>12 months ending Qtr 2, 2007</b>	<b>Annual 2007</b>	<b>Annual 2006</b>	<b>Annual 2005</b>
Gross margin (excl. depreciation and amortization) %	54.00%	62.83%	52.66%	62.92%	62.72%
SG&A (excl. depreciation and amortization) %	18.14%	19.35%	19.56%	18.34%	21.55%
R&D %	30.71%	34.98%	31.24%	33.68%	25.69%
<b>Operating cushion %</b>	<b>5.15%</b>	<b>8.49%</b>	<b>1.86%</b>	<b>10.90%</b>	<b>15.49%</b>
Operating working capital to revenue %	-4.32%	-8.01%	-13.12%	-2.78%	-1.05%
<b>Core operating growth profile™</b>	<b>9.47%</b>	<b>16.50%</b>	<b>14.98%</b>	<b>13.68%</b>	<b>16.54%</b>
Reported income taxes paid to revenue%	0.85%	1.78%	0.85%	1.78%	0.81%
Reported capital expenditures to revenue%	2.48%	4.95%	2.29%	5.69%	4.10%
<b>Free Cash Growth Profile™</b>	<b>6.15%</b>	<b>9.77%</b>	<b>11.84%</b>	<b>6.21%</b>	<b>11.62%</b>
Operating receivables days	24.10	14.61	30.47	30.23	24.61
Deferred revenue days	24.19	14.85	45.81	10.63	6.43
Inventory (incl. capitalized interest) days	19.98	8.79	16.73	7.32	7.54
Operating payables days	14.96	14.13	22.81	21.26	20.16
Prepays days	67.28	61.76	73.50	49.36	50.96
Accruals days	87.98	85.40	99.99	65.18	60.36
<b>Cash cycle</b>	<b>-15.77</b>	<b>-29.22</b>	<b>-47.90</b>	<b>-10.16</b>	<b>-3.83</b>

<b>Intuit Inc</b>	<b>12 months ending Qtr 2, 2008</b>	<b>12 months ending Qtr 2, 2007</b>	<b>Annual 2007</b>	<b>Annual 2006</b>	<b>Annual 2005</b>
Gross margin (excl. depreciation and amortization) %	83.24%	84.69%	84.11%	84.76%	85.01%
SG&A (excl. depreciation and amortization) %	34.02%	36.33%	34.29%	35.80%	38.22%
R&D %	18.98%	18.03%	17.68%	17.03%	14.98%
<b>Operating cushion %</b>	<b>30.24%</b>	<b>30.33%</b>	<b>32.14%</b>	<b>31.93%</b>	<b>31.80%</b>
Operating working capital to revenue %	-27.81%	-21.05%	-28.86%	-25.81%	-11.33%
<b>Core operating growth profile™</b>	<b>58.05%</b>	<b>51.38%</b>	<b>61.00%</b>	<b>57.74%</b>	<b>43.14%</b>
Reported income taxes paid to revenue%	8.29%	9.75%	8.29%	9.75%	9.93%
Reported capital expenditures to revenue%	7.79%	3.52%	5.73%	3.37%	1.72%
<b>Free Cash Growth Profile™</b>	<b>41.96%</b>	<b>38.12%</b>	<b>46.98%</b>	<b>44.62%</b>	<b>31.48%</b>
Operating receivables days	48.20	48.71	17.98	15.24	15.43
Deferred revenue days	43.09	45.00	44.03	45.68	53.60
Operating payables days	18.45	18.32	16.36	11.03	11.79
Prepays days	43.36	53.17	38.11	45.91	119.97
Accruals days	131.52	115.38	101.04	98.63	111.37
<b>Cash cycle</b>	<b>-101.51</b>	<b>-76.83</b>	<b>-105.34</b>	<b>-94.19</b>	<b>-41.36</b>

<b>Oracle Corp.</b>	<b>12 months ending Qtr 2, 2008</b>	<b>12 months ending Qtr 2, 2007</b>	<b>Annual 2007</b>	<b>Annual 2006</b>	<b>Annual 2005</b>
Gross margin (excl. depreciation and amortization) %	72.54%	74.41%	73.58%	73.22%	75.00%
SG&A (excl. depreciation and amortization) %	16.19%	20.44%	17.41%	19.53%	21.56%
R&D %	12.04%	12.36%	12.22%	12.20%	13.02%
<b>Operating cushion %</b>	<b>44.31%</b>	<b>41.60%</b>	<b>43.95%</b>	<b>41.49%</b>	<b>40.42%</b>
Operating working capital to revenue %	-21.75%	-18.33%	-14.48%	-5.26%	-11.72%
<b>Core operating growth profile™</b>	<b>66.06%</b>	<b>59.93%</b>	<b>58.43%</b>	<b>46.75%</b>	<b>52.14%</b>
Reported income taxes paid to revenue%	7.52%	6.65%	7.52%	6.65%	9.83%
Reported capital expenditures to revenue%	1.40%	1.87%	0.40%	1.76%	0.67%
<b>Free Cash Growth Profile™</b>	<b>57.13%</b>	<b>51.40%</b>	<b>50.51%</b>	<b>38.34%</b>	<b>41.65%</b>
Operating receivables days	51.22	58.20	94.37	93.08	86.81
Deferred revenue days	82.42	84.65	77.36	72.71	74.73
Operating payables days	6.32	5.74	6.23	6.39	6.80
Prepays days	42.00	45.76	38.27	37.52	36.42
Accruals days	83.87	80.46	101.90	70.70	84.47
<b>Cash cycle</b>	<b>-79.39</b>	<b>-66.89</b>	<b>-52.85</b>	<b>-19.21</b>	<b>-42.77</b>

<b>SAP AG</b>	<b>12 months ending Qtr 2, 2008</b>	<b>12 months ending Qtr 2, 2007</b>	<b>Annual 2007</b>	<b>Annual 2006</b>	<b>Annual 2005</b>
Gross margin (excl. depreciation and amortization) %	70.09%	68.51%	69.51%	68.23%	67.59%
SG&A (excl. depreciation and amortization) %	26.36%	24.55%	25.12%	23.68%	24.56%
R&D %	14.67%	14.31%	14.24%	14.11%	12.77%
<b>Operating cushion %</b>	<b>29.06%</b>	<b>29.65%</b>	<b>30.15%</b>	<b>30.44%</b>	<b>30.27%</b>
Operating working capital to revenue %	-10.47%	18.23%	6.36%	5.25%	2.20%
<b>Core operating growth profile™</b>	<b>39.53%</b>	<b>11.42%</b>	<b>23.79%</b>	<b>25.19%</b>	<b>28.07%</b>
Reported income taxes paid to revenue%	7.92%	9.16%	7.92%	9.16%	11.44%
Reported capital expenditures to revenue%	3.44%	4.66%	3.92%	3.88%	2.70%
<b>Free Cash Growth Profile™</b>	<b>28.17%</b>	<b>-2.40%</b>	<b>11.96%</b>	<b>12.16%</b>	<b>13.93%</b>
Operating receivables days	96.41	84.92	105.20	94.16	96.36
Deferred revenue days	48.07	44.41	18.50	17.76	17.31
Inventory (incl. capitalized interest) days			0.18	0.15	0.83
Operating payables days	21.94	21.61	25.48	23.54	16.40
Prepays days	95.64	115.39	39.74	42.69	38.46
Accruals days	160.25	67.74	77.94	76.56	93.92
<b>Cash cycle</b>	<b>-38.21</b>	<b>66.55</b>	<b>23.20</b>	<b>19.15</b>	<b>8.02</b>

*Symantec Corporation*

<b>Symantec Corporation</b>	<b>12 months ending Qtr 2, 2008</b>	<b>12 months ending Qtr 2, 2007</b>	<b>Annual 2007</b>	<b>Annual 2006</b>	<b>Annual 2005</b>
Gross margin (excl. depreciation and amortization) %	77.91%	80.65%	79.64%	77.89%	61.52%
SG&A (excl. depreciation and amortization) %	32.28%	34.62%	34.43%	31.29%	29.61%
R&D %	14.71%	16.48%	15.24%	16.67%	16.46%
<b>Operating cushion %</b>	<b>30.92%</b>	<b>29.55%</b>	<b>29.97%</b>	<b>29.93%</b>	<b>15.45%</b>
Operating working capital to revenue %	-51.19%	-49.80%	-53.11%	-44.23%	-41.97%
<b>Core operating growth profile™</b>	<b>82.11%</b>	<b>79.35%</b>	<b>83.08%</b>	<b>74.16%</b>	<b>57.41%</b>
Reported income taxes paid to revenue%	3.08%	7.40%	3.08%	7.40%	8.18%
Reported capital expenditures to revenue%	2.50%	4.49%	2.88%	5.74%	6.45%
<b>Free Cash Growth Profile™</b>	<b>76.53%</b>	<b>67.46%</b>	<b>77.12%</b>	<b>61.02%</b>	<b>42.78%</b>
Operating receivables days	38.88	38.92	47.11	46.82	59.10
Deferred revenue days	179.49	182.35	191.16	193.32	190.58
Inventory (incl. capitalized interest) days	1.69	2.37	2.12	2.96	4.29
Operating payables days	10.81	11.34	10.54	10.47	14.72
Prepays days	32.92	38.00	38.23	32.15	31.72
Accruals days	70.04	67.38	79.60	39.60	42.99
<b>Cash cycle</b>	<b>-186.84</b>	<b>-181.78</b>	<b>-193.84</b>	<b>-161.46</b>	<b>-153.18</b>



<b>Trend Micro Incorporated</b>	<b>12 months ending</b>		<b>Annual</b>	<b>Annual</b>	<b>Annual</b>
	<b>Qtr 2,</b>	<b>Qtr 2,</b>			
	<b>2008</b>	<b>2007</b>	<b>2007</b>	<b>2006</b>	<b>2005</b>
Gross margin (excl. depreciation and amortization) %	88.88%	86.07%	87.40%	85.48%	87.33%
SG&A (excl. depreciation and amortization) %	44.62%	41.22%	43.56%	38.49%	40.99%
R&D %	4.67%	4.85%	4.25%	5.51%	6.02%
<b>Operating cushion %</b>	<b>39.59%</b>	<b>40.00%</b>	<b>39.60%</b>	<b>41.48%</b>	<b>40.33%</b>
Operating working capital to revenue %	-31.82%	-34.59%	-28.73%	-30.22%	-16.58%
<b>Core operating growth profile™</b>	<b>71.41%</b>	<b>74.59%</b>	<b>68.33%</b>	<b>71.70%</b>	<b>56.91%</b>
Reported income taxes paid to revenue%	14.58%	11.12%	14.58%	11.12%	17.95%
Reported capital expenditures to revenue%	3.04%	2.26%	2.93%	2.27%	1.58%
<b>Free Cash Growth Profile™</b>	<b>53.79%</b>	<b>61.22%</b>	<b>50.83%</b>	<b>58.32%</b>	<b>37.38%</b>
Operating receivables days	73.25	82.77	97.54	84.94	95.95
Deferred revenue days	242.86	243.72	246.69	225.00	176.83
Inventory (incl. capitalized interest) days	1.79	3.39	1.92	2.92	1.80
Operating payables days	2.89	4.46	2.84	6.70	4.56
Prepays days	97.88	81.19	92.25	83.04	69.59
Accruals days	43.31	45.42	47.06	49.52	46.46
<b>Cash cycle</b>	<b>-116.14</b>	<b>-126.25</b>	<b>-104.87</b>	<b>-110.31</b>	<b>-60.52</b>

### Information Technology Services Industry

<b>BAIDU.COM INC –ADR</b>	<b>12 months ending</b>		<b>Annual</b>	<b>Annual</b>	<b>Annual</b>
	<b>Qtr 2,</b>	<b>Qtr 2,</b>			
	<b>2008</b>	<b>2007</b>	<b>2007</b>	<b>2006</b>	<b>2005</b>
Gross margin (excl. depreciation and amortization) %	64.27%	75.07%	66.78%	78.75%	76.90%
SG&A (excl. depreciation and amortization) %	20.49%	21.92%	21.29%	23.70%	30.72%
R&D %	8.46%	8.61%	8.07%	9.46%	13.85%
<b>Operating cushion %</b>	<b>35.32%</b>	<b>44.53%</b>	<b>37.42%</b>	<b>45.59%</b>	<b>32.33%</b>
Operating working capital to revenue %	-18.14%	-29.66%	-18.15%	-12.75%	-3.02%
<b>Core operating growth profile™</b>	<b>53.47%</b>	<b>74.20%</b>	<b>55.58%</b>	<b>58.34%</b>	<b>35.35%</b>
Reported income taxes paid to revenue%	0.68%	2.89%	-0.68%	2.89%	1.46%
Reported capital expenditures to revenue%	17.05%	10.52%	32.62%	15.22%	27.77%
<b>Free Cash Growth Profile™</b>	<b>35.74%</b>	<b>60.79%</b>	<b>23.64%</b>	<b>40.23%</b>	<b>6.11%</b>
Operating receivables days	12.48	14.13	13.45	14.68	28.07
Deferred revenue days	3.02	4.28	3.07	4.14	9.03
Prepays days	27.71	28.21	53.06	57.63	103.19
Accruals days	103.39	146.33	129.70	114.71	133.24
<b>Cash cycle</b>	<b>-66.22</b>	<b>-108.28</b>	<b>-66.26</b>	<b>-46.53</b>	<b>-11.01</b>

<b>COMPUTER SCIENCES CORP</b>	<b>12 months ending Qtr 1, 2008</b>	<b>12 months ending Qtr 1, 2007</b>	<b>Annual 2007</b>	<b>Annual 2006</b>	<b>Annual 2005</b>
Gross margin (excl. depreciation and amortization) %	20.70%	17.71%	19.49%	19.77%	20.42%
SG&A (excl. depreciation and amortization) %	3.99%	4.45%	4.21%	4.49%	5.68%
<b>Operating cushion %</b>	<b>16.71%</b>	<b>13.27%</b>	<b>15.28%</b>	<b>15.28%</b>	<b>14.74%</b>
Operating working capital to revenue %	13.20%	12.03%	9.50%	12.19%	19.70%
<b>Core operating growth profile™</b>	<b>3.51%</b>	<b>1.23%</b>	<b>5.78%</b>	<b>3.10%</b>	<b>-4.96%</b>
Reported income taxes paid to revenue%	3.00%	2.05%	3.00%	2.05%	1.01%
Reported capital expenditures to revenue%	5.16%	4.47%	5.31%	4.62%	5.66%
<b>Free Cash Growth Profile™</b>	<b>-4.65%</b>	<b>-5.29%</b>	<b>-2.54%</b>	<b>-3.57%</b>	<b>11.63%</b>
Operating receivables days	94.80	105.99	98.66	102.89	93.56
Deferred revenue days	22.01	21.53	23.86	25.20	15.71
Operating payables days	12.92	15.10	17.66	21.03	17.61
Prepays days	79.73	82.14	80.45	83.11	79.60
Accruals days	91.42	107.56	102.93	95.30	67.92
<b>Cash cycle</b>	<b>48.19</b>	<b>43.93</b>	<b>34.67</b>	<b>44.48</b>	<b>71.92</b>

<b>COGNIZANT TECH SOLUTIONS</b>	<b>12 months ending Qtr 2, 2008</b>	<b>12 months ending Qtr 2, 2007</b>	<b>Annual 2007</b>	<b>Annual 2006</b>	<b>Annual 2005</b>
Gross margin (excl. depreciation and amortization) %	43.39%	44.22%	43.36%	44.49%	45.59%
SG&A (excl. depreciation and amortization) %	21.29%	21.92%	21.01%	21.81%	23.12%
<b>Operating cushion %</b>	<b>22.10%</b>	<b>22.29%</b>	<b>22.35%</b>	<b>22.68%</b>	<b>22.47%</b>
Operating working capital to revenue %	17.56%	15.92%	12.44%	11.18%	12.65%
<b>Core operating growth profile™</b>	<b>4.54%</b>	<b>6.38%</b>	<b>9.91%</b>	<b>11.50%</b>	<b>9.82%</b>
Reported income taxes paid to revenue%	2.03%	0.99%	2.03%	0.99%	1.96%
Reported capital expenditures to revenue%	7.91%	7.34%	8.54%	7.35%	8.10%
<b>Free Cash Growth Profile™</b>	<b>-5.40%</b>	<b>-1.96%</b>	<b>-0.66%</b>	<b>3.16%</b>	<b>-0.24%</b>
Operating receivables days	85.57	82.82	74.60	76.49	72.81
Deferred revenue days	3.56	3.08	4.96	4.97	8.19
Operating payables days	7.46	5.05	6.18	7.13	6.77
Prepays days	29.15	30.10	30.94	28.58	36.14
Accruals days	39.61	46.68	48.99	52.16	47.83
<b>Cash cycle</b>	<b>64.10</b>	<b>58.10</b>	<b>45.41</b>	<b>40.81</b>	<b>46.16</b>

<b>EBAY INC</b>	<b>12 months ending</b>		<b>Annual</b>	<b>Annual</b>	<b>Annual</b>
	<b>Qtr 2,</b>	<b>Qtr 2,</b>	<b>2007</b>	<b>2006</b>	<b>2005</b>
	<b>2008</b>	<b>2007</b>			
Gross margin (excl. depreciation and amortization) %	79.56%	78.99%	79.22%	81.45%	84.51%
SG&A (excl. depreciation and amortization) %	33.97%	32.91%	33.24%	34.70%	36.62%
R&D %	8.25%	7.93%	8.08%	8.29%	7.21%
<b>Operating cushion %</b>	<b>37.34%</b>	<b>38.15%</b>	<b>37.90%</b>	<b>38.46%</b>	<b>40.67%</b>
Operating working capital to revenue %	-10.79%	-23.27%	-26.98%	-18.12%	-12.44%
<b>Core operating growth profile™</b>	<b>48.12%</b>	<b>61.41%</b>	<b>64.88%</b>	<b>56.58%</b>	<b>53.11%</b>
Reported income taxes paid to revenue%	4.73%	3.00%	4.73%	3.00%	0.88%
Reported capital expenditures to revenue%	5.95%	6.50%	5.92%	8.63%	6.81%
<b>Free Cash Growth Profile™</b>	<b>37.44%</b>	<b>51.91%</b>	<b>54.23%</b>	<b>44.94%</b>	<b>45.42%</b>
Operating receivables days	93.38	47.54	43.19	48.45	46.35
Deferred revenue days	0.39	0.32	0.36	0.32	0.34
Operating payables days	78.22	74.82	79.46	76.02	51.50
Prepays days	20.46	14.18	17.67	13.38	15.94
Accruals days	75.00	71.82	79.89	51.96	56.20
<b>Cash cycle</b>	<b>-39.76</b>	<b>-85.25</b>	<b>-98.84</b>	<b>-66.47</b>	<b>-45.75</b>

<b>FUJITSU LTD</b>	<b>12 months ending</b>		<b>Annual</b>	<b>Annual</b>	<b>Annual</b>
	<b>Qtr 2,</b>	<b>Qtr 2,</b>	<b>2007</b>	<b>2006</b>	<b>2005</b>
	<b>2008</b>	<b>2007</b>			
Gross margin (excl. depreciation and amortization) %	NA	30.45%	30.71%	31.00%	31.20%
SG&A (excl. depreciation and amortization) %	NA	16.74%	17.59%	16.98%	17.31%
R&D %	NA	4.90%	4.03%	4.98%	5.04%
<b>Operating cushion %</b>	<b>NA</b>	<b>8.81%</b>	<b>9.08%</b>	<b>9.04%</b>	<b>8.85%</b>
Operating working capital to revenue %	NA	-0.09%	2.48%	-1.45%	-0.51%
<b>Core operating growth profile™</b>	<b>NA</b>	<b>8.89%</b>	<b>6.60%</b>	<b>10.49%</b>	<b>9.36%</b>
Reported income taxes paid to revenue%	NA	0.51%	0.36%	0.51%	0.45%
Reported capital expenditures to revenue%	NA	4.10%	5.05%	3.85%	3.56%
<b>Free Cash Growth Profile™</b>	<b>NA</b>	<b>4.28%</b>	<b>1.20%</b>	<b>6.13%</b>	<b>5.34%</b>
Operating receivables days	NA	66.56	69.70	74.94	66.92
Inventory (incl. capitalized interest) days	NA	30.43	26.23	29.51	31.13
Operating payables days	NA	54.68	52.87	59.03	57.67
Prepays days	NA	32.73	30.06	25.50	26.64
Accruals days	NA	75.36	64.05	76.23	68.89
<b>Cash cycle</b>	<b>NA</b>	<b>-0.31</b>	<b>9.06</b>	<b>-5.31</b>	<b>-1.86</b>

<b>INTERNET INITIATIVE JAPAN INC</b>	<b>12 months ending Qtr 1, 2008</b>	<b>12 months ending Qtr 1, 2007</b>	<b>Annual 2007</b>	<b>Annual 2006</b>	<b>Annual 2005</b>
Gross margin (excl. depreciation and amortization) %	27.66%	26.92%	27.94%	26.84%	26.11%
SG&A (excl. depreciation and amortization) %	13.69%	13.20%	13.31%	12.99%	12.50%
R&D %	0.35%	0.33%	0.36%	0.31%	0.32%
<b>Operating cushion %</b>	<b>13.62%</b>	<b>13.39%</b>	<b>14.27%</b>	<b>13.55%</b>	<b>13.29%</b>
Operating working capital to revenue %	12.90%	13.14%	15.30%	8.07%	7.12%
<b>Core operating growth profile™</b>	<b>0.72%</b>	<b>0.25%</b>	<b>-1.04%</b>	<b>5.48%</b>	<b>6.17%</b>
Reported income taxes paid to revenue%	1.62%	0.61%	1.62%	0.61%	0.30%
Reported capital expenditures to revenue%	2.97%	2.41%	2.78%	2.26%	1.85%
<b>Free Cash Growth Profile™</b>	<b>-3.87%</b>	<b>-2.77%</b>	<b>-5.43%</b>	<b>2.61%</b>	<b>4.03%</b>
Operating receivables days	43.01	48.19	66.93	61.90	87.65
Deferred revenue days	7.52		8.48		
Inventory (incl. capitalized interest) days	5.72	12.60	6.47	7.11	6.24
Operating payables days	28.63	35.89	43.12	54.15	74.07
Prepays days	51.05	52.21	53.40	44.33	29.66
Accruals days	16.55	29.15	19.35	29.74	23.52
<b>Cash cycle</b>	<b>47.09</b>	<b>47.95</b>	<b>55.85</b>	<b>29.45</b>	<b>25.97</b>

<b>GOOGLE INC</b>	<b>12 months ending Qtr 2, 2008</b>	<b>12 months ending Qtr 2, 2007</b>	<b>Annual 2007</b>	<b>Annual 2006</b>	<b>Annual 2005</b>
Gross margin (excl. depreciation and amortization) %	65.59%	65.34%	64.81%	65.20%	62.20%
SG&A (excl. depreciation and amortization) %	11.12%	10.39%	10.33%	10.15%	10.05%
R&D %	12.92%	12.13%	12.75%	11.48%	9.41%
<b>Operating cushion %</b>	<b>41.55%</b>	<b>42.82%</b>	<b>41.73%</b>	<b>43.57%</b>	<b>42.74%</b>
Operating working capital to revenue %	5.85%	6.22%	2.90%	8.15%	3.40%
<b>Core operating growth profile™</b>	<b>35.70%</b>	<b>36.60%</b>	<b>38.84%</b>	<b>35.42%</b>	<b>39.35%</b>
Reported income taxes paid to revenue%	5.32%	5.07%	5.32%	5.07%	2.50%
Reported capital expenditures to revenue%	14.12%	15.12%	14.48%	17.94%	13.65%
<b>Free Cash Growth Profile™</b>	<b>16.26%</b>	<b>16.41%</b>	<b>19.04%</b>	<b>12.41%</b>	<b>23.19%</b>
Operating receivables days	49.17	44.80	47.57	45.51	40.91
Deferred revenue days	4.25	3.92	4.58	4.31	4.97
Operating payables days	8.18	3.71	6.21	7.27	6.87
Prepays days	29.89	25.84	21.22	32.18	18.44
Accruals days	45.30	40.32	47.42	36.36	35.11
<b>Cash cycle</b>	<b>21.34</b>	<b>22.70</b>	<b>10.58</b>	<b>29.75</b>	<b>12.40</b>

<b>INFOSYS TECHNOLOGIES LTD</b>	<b>12 months ending Qtr 2, 2008</b>	<b>12 months ending Qtr 2, 2007</b>	<b>Annual 2007</b>	<b>Annual 2006</b>	<b>Annual 2005</b>
Gross margin (excl. depreciation and amortization) %	45.52%	45.14%	45.21%	46.12%	46.70%
SG&A (excl. depreciation and amortization) %	11.87%	12.78%	12.00%	13.37%	13.20%
R&D %	0.98%	1.32%	1.20%	1.20%	1.07%
<b>Operating cushion %</b>	<b>32.67%</b>	<b>31.04%</b>	<b>32.02%</b>	<b>31.55%</b>	<b>32.43%</b>
Operating working capital to revenue %	14.29%	14.91%	17.67%	13.79%	13.66%
<b>Core operating growth profile™</b>	<b>18.38%</b>	<b>16.13%</b>	<b>14.34%</b>	<b>17.77%</b>	<b>18.77%</b>
Reported income taxes paid to revenue%	3.28%	3.20%	3.28%	3.20%	5.81%
Reported capital expenditures to revenue%	7.81%	11.14%	8.96%	10.87%	11.43%
<b>Free Cash Growth Profile™</b>	<b>7.29%</b>	<b>1.78%</b>	<b>2.11%</b>	<b>3.69%</b>	<b>1.53%</b>
Operating receivables days	73.52	77.84	82.51	78.32	72.76
Deferred revenue days	6.67	9.14	6.21	8.50	7.46
Operating payables days	0.40	0.90	1.05	0.71	0.51
Prepays days	19.85	21.09	24.04	13.58	13.40
Accruals days	34.14	34.45	34.79	32.37	28.32
<b>Cash cycle</b>	<b>52.17</b>	<b>54.44</b>	<b>64.50</b>	<b>50.32</b>	<b>49.87</b>

<b>VMWARE INC -CL A</b>	<b>12 months ending Qtr 2, 2008</b>	<b>12 months ending Qtr 2, 2007</b>	<b>Annual 2007</b>	<b>Annual 2006</b>	<b>Annual 2005</b>
Gross margin (excl. depreciation and amortization) %	90.04%	90.26%	89.07%	88.30%	NA
SG&A (excl. depreciation and amortization) %	34.20%	33.85%	34.94%	32.84%	NA
R&D %	23.60%	22.57%	21.57%	21.06%	NA
<b>Operating cushion %</b>	<b>32.24%</b>	<b>33.83%</b>	<b>32.57%</b>	<b>34.40%</b>	<b>NA</b>
Operating working capital to revenue %	-25.21%	-16.17%	-22.09%	-21.54%	NA
<b>Core operating growth profile™</b>	<b>57.45%</b>	<b>50.00%</b>	<b>54.65%</b>	<b>55.94%</b>	<b>NA</b>
Reported income taxes paid to revenue%	8.93%	9.10%	8.93%	9.10%	NA
Reported capital expenditures to revenue%	19.28%	10.42%	20.29%	7.47%	NA
<b>Free Cash Growth Profile™</b>	<b>29.24%</b>	<b>30.47%</b>	<b>25.44%</b>	<b>39.37%</b>	<b>NA</b>
Operating receivables days	89.76	109.47	78.14	104.18	NA
Deferred revenue days	158.16	155.75	152.19	158.94	NA
Operating payables days	14.69	21.30	16.93	22.93	NA
Prepays days	41.53	57.13	63.95	55.00	NA
Accruals days	50.45	48.56	53.58	55.92	NA
<b>Cash cycle</b>	<b>-92.01</b>	<b>-59.01</b>	<b>-80.62</b>	<b>-78.62</b>	<b>NA</b>

<b>FISERV INC</b>	<b>12 months ending</b>		<b>Annual</b>	<b>Annual</b>	<b>Annual</b>
	<b>Qtr 2,</b>	<b>Qtr 2,</b>	<b>2007</b>	<b>2006</b>	<b>2005</b>
	<b>2008</b>	<b>2007</b>			
Gross margin (excl. depreciation and amortization) %	38.60%	31.80%	36.00%	32.28%	34.11%
SG&A (excl. depreciation and amortization) %	13.47%	10.21%	11.17%	10.69%	11.23%
<b>Operating cushion %</b>	<b>25.13%</b>	<b>21.59%</b>	<b>24.83%</b>	<b>21.59%</b>	<b>22.88%</b>
Operating working capital to revenue %	54.61%	-30.55%	6.94%	-39.64%	-46.49%
<b>Core operating growth profile™</b>	<b>-29.48%</b>	<b>52.14%</b>	<b>17.90%</b>	<b>61.23%</b>	<b>69.37%</b>
Reported income taxes paid to revenue%	4.81%	5.25%	4.81%	5.25%	8.27%
Reported capital expenditures to revenue%	3.66%	3.69%	4.08%	4.13%	4.06%
<b>Free Cash Growth Profile™</b>	<b>-37.95%</b>	<b>43.20%</b>	<b>9.01%</b>	<b>51.85%</b>	<b>57.04%</b>
Operating receivables days	63.51	43.92	78.17	48.29	49.76
Deferred revenue days	26.41	19.46	32.67	21.14	21.59
Operating payables days	13.68	18.00	16.94	18.40	21.74
Prepays days	305.27	76.94	263.84	36.23	33.03
Accruals days	129.37	194.92	267.10	189.67	209.16
<b>Cash cycle</b>	<b>199.32</b>	<b>-111.51</b>	<b>25.31</b>	<b>-144.68</b>	<b>-169.70</b>

<b>YAHOO INC</b>	<b>12 months ending</b>		<b>Annual</b>	<b>Annual</b>	<b>Annual</b>
	<b>Qtr 2,</b>	<b>Qtr 2,</b>	<b>2007</b>	<b>2006</b>	<b>2005</b>
	<b>2008</b>	<b>2007</b>			
Gross margin (excl. depreciation and amortization) %	65.95%	60.32%	63.60%	61.12%	62.32%
SG&A (excl. depreciation and amortization) %	23.12%	17.10%	20.40%	18.49%	21.86%
R&D %	16.41%	13.94%	15.56%	12.97%	10.83%
<b>Operating cushion %</b>	<b>26.42%</b>	<b>29.28%</b>	<b>27.65%</b>	<b>29.66%</b>	<b>29.62%</b>
Operating working capital to revenue %	-11.70%	0.85%	-4.07%	-0.57%	-5.57%
<b>Core operating growth profile™</b>	<b>38.13%</b>	<b>28.42%</b>	<b>31.72%</b>	<b>30.23%</b>	<b>35.19%</b>
Reported income taxes paid to revenue%	2.02%	1.03%	2.02%	1.03%	0.97%
Reported capital expenditures to revenue%	9.08%	9.55%	8.64%	10.72%	7.78%
<b>Free Cash Growth Profile™</b>	<b>27.02%</b>	<b>17.85%</b>	<b>21.06%</b>	<b>18.48%</b>	<b>26.44%</b>
Operating receivables days	52.71	48.92	55.28	52.88	50.10
Deferred revenue days	38.17	22.09	24.28	21.75	25.96
Operating payables days	6.92	7.82	9.23	6.20	4.88
Prepays days	20.61	50.05	28.33	29.43	15.36
Accruals days	70.96	65.94	64.97	56.43	54.93
<b>Cash cycle</b>	<b>-42.72</b>	<b>3.12</b>	<b>-14.86</b>	<b>-2.07</b>	<b>-20.31</b>

**Telecommunications Equipment**

<b>Alcatel-Lucent</b>	<b>12 months ending</b>		<b>Annual</b>	<b>Annual</b>	<b>Annual</b>
	<b>Qtr 2,</b>	<b>Qtr 2,</b>	<b>2007</b>	<b>2006</b>	<b>2005</b>
	<b>2008</b>	<b>2007</b>			
Gross margin (excl. depreciation and amortization) %	37.65%	37.40%	35.82%	37.43%	39.31%
SG&A (excl. depreciation and amortization) %	14.56%	17.06%	14.62%	14.19%	14.85%
R&D %	16.00%	15.56%	16.60%	11.94%	10.99%
<b>Operating cushion %</b>	<b>7.10%</b>	<b>4.78%</b>	<b>4.59%</b>	<b>11.30%</b>	<b>13.48%</b>
Operating working capital to revenue %	-3.49%	-4.45%	-6.15%	-10.06%	-0.40%
<b>Core operating growth profile™</b>	<b>10.59%</b>	<b>9.23%</b>	<b>10.74%</b>	<b>21.36%</b>	<b>13.88%</b>
Reported income taxes paid to revenue%	0.41%	0.58%	0.41%	0.58%	0.13%
Reported capital expenditures to revenue%	4.93%	5.02%	4.73%	5.57%	4.86%
<b>Free Cash Growth Profile™</b>	<b>5.25%</b>	<b>3.63%</b>	<b>5.60%</b>	<b>15.21%</b>	<b>8.89%</b>
Operating receivables days	94.48	109.31	99.85	133.49	120.52
Deferred revenue days			17.38	23.12	37.22
Inventory (incl. capitalized interest) days	49.51	60.29	45.85	67.13	39.96
Operating payables days	87.35	100.51	92.60	119.53	104.35
Prepays days	145.25	177.05	143.83	255.47	125.52
Accruals days	214.65	262.37	219.37	373.26	183.13
<b>Cash cycle</b>	<b>-12.75</b>	<b>-16.23</b>	<b>-39.82</b>	<b>-59.83</b>	<b>-38.69</b>

<b>Juniper Networks, Inc</b>	<b>12 months ending</b>		<b>Annual</b>	<b>Annual</b>	<b>Annual</b>
	<b>Qtr 2,</b>	<b>Qtr 2,</b>	<b>2007</b>	<b>2006</b>	<b>2005</b>
	<b>2008</b>	<b>2007</b>			
Gross margin (excl. depreciation and amortization) %	70.07%	64.85%	64.85%	66.64%	66.84%
SG&A (excl. depreciation and amortization) %	22.57%	19.11%	19.11%	20.41%	19.94%
R&D %	21.26%	21.95%	21.95%	20.85%	17.22%
<b>Operating cushion %</b>	<b>26.25%</b>	<b>23.80%</b>	<b>23.80%</b>	<b>25.38%</b>	<b>29.69%</b>
Operating working capital to revenue %	-13.12%	-12.74%	-12.74%	-8.88%	-6.83%
<b>Core operating growth profile™</b>	<b>39.37%</b>	<b>36.54%</b>	<b>36.54%</b>	<b>34.26%</b>	<b>36.51%</b>
Reported income taxes paid to revenue%	2.04%	2.78%	2.78%	2.78%	1.35%
Reported capital expenditures to revenue%	4.70%	5.43%	5.43%	4.43%	4.76%
<b>Free Cash Growth Profile™</b>	<b>32.63%</b>	<b>28.33%</b>	<b>28.33%</b>	<b>27.05%</b>	<b>30.41%</b>
Operating receivables days	47.65	38.39	38.39	39.52	47.55
Deferred revenue days	66.66	66.84	66.84	61.09	44.71
Operating payables days	26.28	26.20	26.20	28.45	29.21
Prepays days	40.97	48.87	48.87	57.18	35.96
Accruals days	43.59	40.73	40.73	39.57	34.52
<b>Cash cycle</b>	<b>-47.91</b>	<b>-46.51</b>	<b>-46.51</b>	<b>-32.41</b>	<b>-24.92</b>



<b>L-3 Communications Holdings Inc</b>	<b>12 months ending</b>		<b>Annual</b>	<b>Annual</b>	<b>Annual</b>
	<b>Qtr 2,</b>	<b>Qtr 4,</b>			
	<b>2008</b>	<b>2007</b>	<b>2007</b>	<b>2006</b>	<b>2005</b>
Gross margin (excl. depreciation and amortization) %	16.40%	16.68%	16.59%	16.51%	17.10%
SG&A (excl. depreciation and amortization) %	1.37%	1.81%	1.68%	1.33%	2.16%
R&D %	2.47%	2.55%	2.71%	2.64%	2.66%
<b>Operating cushion %</b>	<b>12.57%</b>	<b>12.31%</b>	<b>12.20%</b>	<b>12.53%</b>	<b>12.28%</b>
Operating working capital to revenue %	6.09%	5.67%	5.49%	6.36%	11.01%
<b>Core operating growth profile™</b>	<b>6.48%</b>	<b>6.65%</b>	<b>6.71%</b>	<b>6.17%</b>	<b>1.27%</b>
Reported income taxes paid to revenue%	1.38%	1.38%	0.49%	0.49%	0.84%
Reported capital expenditures to revenue%	1.07%	1.07%	1.16%	1.24%	1.24%
<b>Free Cash Growth Profile™</b>	<b>4.03%</b>	<b>4.20%</b>	<b>5.06%</b>	<b>4.45%</b>	<b>-0.81%</b>
Operating receivables days	72.26	72.27	71.44	72.72	86.94
Deferred revenue days	0.53	0.33	0.28	0.26	0.58
Inventory (incl. capitalized interest) days	23.34	22.56	23.77	22.95	25.30
Operating payables days	16.36	14.94	14.96	14.86	18.40
Prepays days	14.62	16.32	16.88	16.93	24.76
Accruals days	71.10	75.19	76.81	74.28	77.83
<b>Cash cycle</b>	<b>22.23</b>	<b>20.69</b>	<b>20.04</b>	<b>23.20</b>	<b>40.20</b>

<b>Nokia Corp.</b>	<b>12 months ending</b>		<b>Annual</b>	<b>Annual</b>	<b>Annual</b>
	<b>Qtr 2,</b>	<b>Qtr 2,</b>			
	<b>2008</b>	<b>2007</b>	<b>2007</b>	<b>2006</b>	<b>2005</b>
Gross margin (excl. depreciation and amortization) %	32.76%	35.75%	34.19%	33.41%	35.87%
SG&A (excl. depreciation and amortization) %	7.81%	7.54%	6.84%	8.74%	9.09%
R&D %	10.97%	11.93%	11.06%	9.42%	11.13%
<b>Operating cushion %</b>	<b>13.98%</b>	<b>16.27%</b>	<b>16.29%</b>	<b>15.24%</b>	<b>15.65%</b>
Operating working capital to revenue %	4.78%	3.44%	2.92%	2.61%	1.78%
<b>Core operating growth profile™</b>	<b>9.20%</b>	<b>12.84%</b>	<b>13.37%</b>	<b>12.63%</b>	<b>13.87%</b>
Reported income taxes paid to revenue%	1.95%	2.13%	1.95%	2.13%	3.08%
Reported capital expenditures to revenue%	1.30%	1.38%	1.26%	1.50%	1.28%
<b>Free Cash Growth Profile™</b>	<b>5.95%</b>	<b>9.33%</b>	<b>10.15%</b>	<b>9.00%</b>	<b>9.50%</b>
Operating receivables days	77.35	67.96	80.07	51.95	56.80
Inventory (incl. capitalized interest) days	19.28	21.01	20.56	13.71	17.72
Operating payables days	41.27	45.61	50.57	32.93	37.12
Prepays days	39.13	40.88	38.89	32.43	31.73
Accruals days	77.05	71.70	78.28	55.62	62.64
<b>Cash cycle</b>	<b>17.45</b>	<b>12.54</b>	<b>10.67</b>	<b>9.54</b>	<b>6.49</b>

<b>RESEARCH IN MOTION CO</b>	<b>12 months ending</b>		<b>Annual</b>	<b>Annual</b>	<b>Annual</b>
	<b>Qtr 2, 2008</b>	<b>Qtr 2, 2007</b>	<b>2007</b>	<b>2006</b>	<b>2005</b>
Gross margin (excl. depreciation and amortization) %	51.55%	52.65%	52.65%	55.13%	55.83%
SG&A (excl. depreciation and amortization) %	13.68%	14.58%	14.58%	16.00%	13.94%
R&D %	6.04%	6.91%	6.91%	7.78%	7.63%
<b>Operating cushion %</b>	<b>31.84%</b>	<b>31.16%</b>	<b>31.16%</b>	<b>31.35%</b>	<b>34.26%</b>
Operating working capital to revenue %	11.34%	18.02%	18.02%	16.27%	17.46%
<b>Core operating growth profile™</b>	<b>20.50%</b>	<b>13.14%</b>	<b>13.14%</b>	<b>15.09%</b>	<b>16.80%</b>
Reported income taxes paid to revenue%	3.60%	1.06%	1.06%	1.06%	0.12%
Reported capital expenditures to revenue%	7.07%	6.80%	6.80%	8.36%	8.65%
<b>Free Cash Growth Profile™</b>	<b>9.83%</b>	<b>5.28%</b>	<b>5.28%</b>	<b>5.67%</b>	<b>8.03%</b>
Operating receivables days	82.16	83.12	83.12	73.65	61.33
Deferred revenue days	2.62	3.11	3.11	3.42	3.70
Inventory (incl. capitalized interest) days	22.35	26.07	26.07	30.75	23.77
Operating payables days	27.90	15.73	15.73	15.66	16.78
Prepays days	11.57	14.67	14.67	8.61	24.70
Accruals days	44.18	39.24	39.24	34.57	25.60
<b>Cash cycle</b>	<b>41.39</b>	<b>65.77</b>	<b>65.77</b>	<b>59.37</b>	<b>63.72</b>

<b>QUALCOMM Inc</b>	<b>12 months ending</b>		<b>Annual</b>	<b>Annual</b>	<b>Annual</b>
	<b>Qtr 2, 2008</b>	<b>Qtr 2, 2007</b>	<b>2007</b>	<b>2006</b>	<b>2005</b>
Gross margin (excl. depreciation and amortization) %	72.61%	74.04%	73.33%	74.20%	74.19%
SG&A (excl. depreciation and amortization) %	10.68%	9.88%	10.83%	7.83%	10.79%
R&D %	20.62%	20.64%	20.51%	20.14%	17.82%
<b>Operating cushion %</b>	<b>41.30%</b>	<b>43.52%</b>	<b>41.99%</b>	<b>46.23%</b>	<b>45.58%</b>
Operating working capital to revenue %	13.11%	14.61%	0.42%	6.51%	11.97%
<b>Core operating growth profile™</b>	<b>28.19%</b>	<b>28.91%</b>	<b>41.57%</b>	<b>39.72%</b>	<b>33.62%</b>
Reported income taxes paid to revenue%	2.63%	2.29%	2.63%	2.29%	2.96%
Reported capital expenditures to revenue%	8.60%	8.85%	9.22%	9.10%	10.15%
<b>Free Cash Growth Profile™</b>	<b>16.96%</b>	<b>17.77%</b>	<b>29.73%</b>	<b>28.33%</b>	<b>20.50%</b>
Operating receivables days	27.46	31.82	29.42	33.95	35.00
Deferred revenue days	12.82	19.61	14.81	16.39	19.88
Inventory (incl. capitalized interest) days	23.08	15.46	19.30	12.12	11.39
Operating payables days	24.82	25.22	26.13	20.37	24.19
Prepays days	97.19	88.63	53.41	55.63	80.23
Accruals days	62.23	37.74	59.66	41.18	38.86
<b>Cash cycle</b>	<b>47.86</b>	<b>53.34</b>	<b>1.52</b>	<b>23.76</b>	<b>43.69</b>

## Semiconductors and Related Capital Equipment

<b>Analog Devices Inc.</b>	<b>12 months ending Qtr 2, 2008</b>	<b>Qtr 2, 2007</b>	<b>Annual 2007</b>	<b>Annual 2006</b>	<b>Annual 2005</b>
Gross margin (excl. depreciation and amortization) %	64.86%	66.56%	65.08%	65.89%	64.30%
SG&A (excl. depreciation and amortization) %	13.18%	12.64%	12.68%	12.12%	14.06%
R&D %	20.64%	20.96%	20.68%	20.86%	20.81%
<b>Operating cushion %</b>	<b>31.04%</b>	<b>32.95%</b>	<b>31.72%</b>	<b>32.91%</b>	<b>29.43%</b>
Operating working capital to revenue %	14.14%	20.41%	18.69%	19.76%	6.50%
<b>Core operating growth profile™</b>	<b>16.90%</b>	<b>12.54%</b>	<b>13.04%</b>	<b>13.15%</b>	<b>22.93%</b>
Reported income taxes paid to revenue%	4.08%	2.37%	4.08%	2.37%	3.90%
Reported capital expenditures to revenue%	5.22%	6.24%	5.65%	4.96%	3.58%
<b>Free Cash Growth Profile™</b>	<b>7.60%</b>	<b>3.93%</b>	<b>3.31%</b>	<b>5.82%</b>	<b>15.45%</b>
Operating receivables days	46.91	48.55	48.89	46.72	48.97
Deferred revenue days	24.61	22.56	22.05	21.21	18.61
Inventory (incl. capitalized interest) days	45.09	55.87	50.51	53.71	49.75
Operating payables days	14.19	20.27	23.12	17.67	19.61
Prepays days	48.49	43.51	49.91	40.69	34.66
Accruals days	50.08	30.60	35.93	30.12	71.44
<b>Cash cycle</b>	<b>51.61</b>	<b>74.50</b>	<b>68.21</b>	<b>72.12</b>	<b>23.73</b>

<b>Applied Materials Inc.</b>	<b>12 months ending Qtr 2, 2008</b>	<b>Qtr 2, 2007</b>	<b>Annual 2007</b>	<b>Annual 2006</b>	<b>Annual 2005</b>
Gross margin (excl. depreciation and amortization) %	48.76%	49.36%	49.00%	49.43%	48.06%
SG&A (excl. depreciation and amortization) %	8.34%	7.23%	7.54%	7.19%	9.60%
R&D %	12.26%	11.79%	11.68%	12.42%	13.45%
<b>Operating cushion %</b>	<b>28.16%</b>	<b>30.35%</b>	<b>29.77%</b>	<b>29.82%</b>	<b>25.01%</b>
Operating working capital to revenue %	15.54%	22.76%	20.19%	23.06%	26.50%
<b>Core operating growth profile™</b>	<b>12.62%</b>	<b>7.59%</b>	<b>9.58%</b>	<b>6.76%</b>	<b>-1.49%</b>
Reported income taxes paid to revenue%	8.69%	5.99%	8.69%	5.99%	5.35%
Reported capital expenditures to revenue%	2.96%	2.33%	2.72%	1.96%	2.86%
<b>Free Cash Growth Profile™</b>	<b>0.97%</b>	<b>-0.74%</b>	<b>-1.82%</b>	<b>-1.20%</b>	<b>-9.70%</b>
Operating receivables days	68.87	78.48	76.84	80.68	84.34
Deferred revenue days	16.83	14.57	16.70	14.73	16.61
Inventory (incl. capitalized interest) days	64.76	54.39	49.24	56.01	53.98
Operating payables days	22.63	18.19	17.09	18.93	18.14
Prepays days	38.42	32.80	38.23	35.57	51.64
Accruals days	75.88	49.84	56.83	54.43	58.48
<b>Cash Cycle</b>	<b>56.72</b>	<b>83.07</b>	<b>73.69</b>	<b>84.17</b>	<b>96.73</b>

<b>ASML Holding NV</b>	<b>12 months ending Qtr 2, 2008</b>	<b>12 months ending Qtr 2, 2007</b>	<b>Annual 2007</b>	<b>Annual 2006</b>	<b>Annual 2005</b>
Gross margin (excl. depreciation and amortization) %	41.03%	43.95%	41.67%	42.87%	41.77%
SG&A (excl. depreciation and amortization) %	3.29%	4.94%	2.87%	5.26%	7.63%
R&D %	13.74%	11.52%	12.76%	10.75%	12.81%
<b>Operating cushion %</b>	<b>23.99%</b>	<b>27.49%</b>	<b>26.03%</b>	<b>26.87%</b>	<b>21.34%</b>
Operating working capital to revenue %	55.51%	21.35%	24.12%	24.13%	26.83%
<b>Core operating growth profile™</b>	<b>-31.51%</b>	<b>6.14%</b>	<b>1.91%</b>	<b>2.74%</b>	<b>-5.49%</b>
Reported income taxes paid to revenue%	4.39%	6.05%	4.39%	6.05%	0.61%
Reported capital expenditures to revenue%	5.87%	2.46%	4.20%	1.82%	2.35%
<b>Free Cash Growth Profile™</b>	<b>-41.78%</b>	<b>-2.36%</b>	<b>-6.68%</b>	<b>-5.12%</b>	<b>-8.44%</b>
Operating receivables days	51.24	53.07	64.44	70.89	48.58
Deferred revenue days			28.23	19.40	23.01
Inventory (incl. capitalized interest) days	112.04	90.94	105.63	82.04	112.17
Operating payables days			27.12	33.18	49.64
Prepays days	51.24	51.28	44.19	49.32	59.99
Accruals days	11.92	117.36	70.89	61.59	50.18
<b>Cash cycle</b>	<b>202.60</b>	<b>77.94</b>	<b>88.03</b>	<b>88.08</b>	<b>97.91</b>

<b>Broadcom Corp.</b>	<b>12 months ending Qtr 2, 2008</b>	<b>12 months ending Qtr 2, 2007</b>	<b>Annual 2007</b>	<b>Annual 2006</b>	<b>Annual 2005</b>
Gross margin (excl. depreciation and amortization) %	54.52%	52.08%	53.09%	52.28%	54.38%
SG&A (excl. depreciation and amortization) %	-0.26%	0.46%	-1.18%	0.63%	5.88%
R&D %	34.47%	33.60%	35.71%	30.45%	25.50%
<b>Operating cushion %</b>	<b>20.31%</b>	<b>18.02%</b>	<b>18.56%</b>	<b>21.19%</b>	<b>23.00%</b>
Operating working capital to revenue %	0.11%	-0.05%	-0.68%	0.12%	2.81%
<b>Core operating growth profile™</b>	<b>20.20%</b>	<b>18.07%</b>	<b>19.24%</b>	<b>21.07%</b>	<b>20.19%</b>
Reported income taxes paid to revenue%	0.17%	0.11%	0.17%	0.11%	0.14%
Reported capital expenditures to revenue%	2.41%	4.49%	4.23%	2.52%	1.56%
<b>Free Cash Growth Profile™</b>	<b>17.62%</b>	<b>13.48%</b>	<b>14.85%</b>	<b>18.44%</b>	<b>18.48%</b>
Operating receivables days	41.60	38.49	35.67	38.10	42.00
Deferred revenue days	1.16	0.29	2.32	0.19	0.28
Inventory (incl. capitalized interest) days	22.22	19.26	22.36	20.18	26.59
Operating payables days	37.72	30.51	30.31	30.65	39.51
Prepays days	12.71	13.07	15.97	10.35	15.91
Accruals days	37.25	40.19	43.84	37.34	34.47
<b>Cash cycle</b>	<b>0.40</b>	<b>-0.18</b>	<b>-2.48</b>	<b>0.45</b>	<b>10.25</b>

<b>Dover Corp.</b>	<b>12 months ending</b>		<b>Annual</b>	<b>Annual</b>	<b>Annual</b>
	<b>Qtr 2,</b>	<b>Qtr 2,</b>			
	<b>2008</b>	<b>2007</b>	<b>2007</b>	<b>2006</b>	<b>2005</b>
Gross margin (excl. depreciation and amortization) %	39.29%	37.07%	38.36%	38.10%	36.37%
SG&A (excl. depreciation and amortization) %	18.66%	18.27%	18.18%	18.21%	18.37%
R&D %	3.20%	1.94%	2.94%	2.38%	3.16%
<b>Operating cushion %</b>	<b>17.42%</b>	<b>16.86%</b>	<b>17.24%</b>	<b>17.50%</b>	<b>14.84%</b>
Operating working capital to revenue %	8.07%	8.21%	5.71%	7.48%	12.67%
<b>Core operating growth profile™</b>	<b>9.36%</b>	<b>8.65%</b>	<b>11.54%</b>	<b>10.02%</b>	<b>2.17%</b>
Reported income taxes paid to revenue%	3.83%	2.45%	3.83%	2.45%	3.13%
Reported capital expenditures to revenue%	2.00%	2.49%	2.07%	2.70%	2.24%
<b>Free Cash Growth Profile™</b>	<b>3.53%</b>	<b>3.72%</b>	<b>5.64%</b>	<b>4.88%</b>	<b>-3.20%</b>
Operating receivables days	59.94	58.08	55.45	59.24	59.54
Deferred revenue days			0.77	0.74	0.51
Inventory (incl. capitalized interest) days	34.35	38.43	34.43	39.78	40.98
Operating payables days	23.55	22.66	21.03	22.98	22.93
Prepays days	20.20	17.04	16.76	14.26	19.20
Accruals days	61.50	60.94	64.00	62.25	50.03
<b>Cash cycle</b>	<b>29.45</b>	<b>29.95</b>	<b>20.82</b>	<b>27.30</b>	<b>46.26</b>

<b>First Solar, Inc.</b>	<b>12 months ending</b>		<b>Annual</b>	<b>Annual</b>	<b>Annual</b>
	<b>Qtr 2,</b>	<b>Qtr 2,</b>			
	<b>2008</b>	<b>2007</b>	<b>2007</b>	<b>2006</b>	<b>2005</b>
Gross margin (excl. depreciation and amortization) %	57.93%	51.17%	54.74%	47.74%	NA
SG&A (excl. depreciation and amortization) %	11.56%	19.41%	11.91%	24.56%	NA
R&D %	2.52%	4.26%	3.00%	4.71%	NA
<b>Operating cushion %</b>	<b>43.85%</b>	<b>27.50%</b>	<b>39.83%</b>	<b>18.46%</b>	<b>NA</b>
Operating working capital to revenue %	9.14%	43.83%	20.69%	44.44%	NA
<b>Core operating growth profile™</b>	<b>34.71%</b>	<b>-16.33%</b>	<b>19.14%</b>	<b>-25.98%</b>	<b>NA</b>
Reported income taxes paid to revenue%	3.77%		3.77%		NA
Reported capital expenditures to revenue%	48.18%	98.27%	48.09%	113.47%	NA
	-	-	-	-	
<b>Free Cash Growth Profile™</b>	<b>17.24%</b>	<b>114.59%</b>	<b>32.72%</b>	<b>139.45%</b>	<b>NA</b>
Operating receivables days	22.55	72.94	39.14	150.03	NA
Deferred revenue days					NA
Inventory (incl. capitalized interest) days	47.37	41.23	29.12	44.65	NA
Operating payables days	18.82	38.99	19.15	37.86	NA
Prepays days	65.59	135.62	102.69	51.35	NA
Accruals days	83.33	50.83	76.29	45.96	NA
<b>Cash cycle</b>	<b>33.35</b>	<b>159.97</b>	<b>75.50</b>	<b>162.21</b>	<b>NA</b>

<b>Intel Corporation</b>	<b>12 months ending</b>		<b>Annual</b>	<b>Annual</b>	<b>Annual</b>
	<b>Qtr 2,</b>	<b>Qtr 2,</b>			
	<b>2008</b>	<b>2007</b>	<b>2007</b>	<b>2006</b>	<b>2005</b>
Gross margin (excl. depreciation and amortization) %	66.09%	61.86%	64.03%	64.69%	70.54%
SG&A (excl. depreciation and amortization) %	11.42%	10.96%	10.95%	12.78%	13.95%
R&D %	14.86%	15.48%	15.01%	16.60%	13.25%
<b>Operating cushion %</b>	<b>39.81%</b>	<b>35.41%</b>	<b>38.07%</b>	<b>35.31%</b>	<b>43.33%</b>
Operating working capital to revenue %	9.60%	11.42%	-2.13%	3.49%	4.18%
<b>Core operating growth profile™</b>	<b>30.21%</b>	<b>23.99%</b>	<b>40.21%</b>	<b>31.82%</b>	<b>39.16%</b>
Reported income taxes paid to revenue%	7.21%	6.87%	7.21%	6.87%	8.29%
Reported capital expenditures to revenue%	11.06%	13.69%	13.04%	16.33%	14.98%
<b>Free Cash Growth Profile™</b>	<b>11.95%</b>	<b>3.43%</b>	<b>19.96%</b>	<b>8.61%</b>	<b>15.89%</b>
Operating receivables days	21.92	25.69	24.53	27.95	36.80
Deferred revenue days	6.08	5.43	5.95	6.18	5.94
Inventory (incl. capitalized interest) days	29.83	41.88	32.09	44.50	29.39
Operating payables days	21.74	22.11	22.48	23.27	21.14
Prepays days	72.75	58.26	30.97	17.94	15.33
Accruals days	61.67	56.61	66.95	48.19	39.19
<b>Cash cycle</b>	<b>35.02</b>	<b>41.68</b>	<b>-7.79</b>	<b>12.75</b>	<b>15.24</b>

<b>Marvell Technology Group Ltd.</b>	<b>12 months ending</b>		<b>Annual</b>	<b>Annual</b>	<b>Annual</b>
	<b>Qtr 2,</b>	<b>Qtr 2,</b>			
	<b>2008</b>	<b>2007</b>	<b>2007</b>	<b>2006</b>	<b>2005</b>
Gross margin (excl. depreciation and amortization) %	54.87%	47.23%	52.16%	50.18%	51.41%
SG&A (excl. depreciation and amortization) %	40.40%	25.15%	38.27%	19.00%	1.86%
R&D %	-4.88%	9.83%		10.70%	18.73%
<b>Operating cushion %</b>	<b>19.35%</b>	<b>12.24%</b>	<b>13.89%</b>	<b>20.47%</b>	<b>30.81%</b>
Operating working capital to revenue %	12.56%	14.49%	14.26%	10.53%	13.57%
<b>Core operating growth profile™</b>	<b>6.79%</b>	<b>-2.25%</b>	<b>-0.37%</b>	<b>9.95%</b>	<b>17.24%</b>
Reported income taxes paid to revenue%	0.58%	0.32%	0.58%	0.32%	0.20%
Reported capital expenditures to revenue%	2.94%	7.14%	3.92%	8.08%	5.90%
<b>Free Cash Growth Profile™</b>	<b>3.27%</b>	<b>-9.71%</b>	<b>-4.87%</b>	<b>1.55%</b>	<b>11.14%</b>
Operating receivables days	54.36	56.43	43.16	56.71	57.84
Deferred revenue days	6.96	8.21	8.75	8.30	6.51
Inventory (incl. capitalized interest) days	36.72	44.28	52.90	40.36	46.19
Operating payables days	26.62	39.17	29.14	39.96	42.96
Prepays days	31.41	60.39	44.06	78.09	37.90
Accruals days	43.05	60.81	50.18	88.47	42.93
<b>Cash cycle</b>	<b>45.85</b>	<b>52.91</b>	<b>52.04</b>	<b>38.42</b>	<b>49.53</b>

<b>NVIDIA Corporation</b>	<b>12 months ending</b>		<b>Annual</b>	<b>Annual</b>	<b>Annual</b>
	<b>Qtr 2,</b>	<b>Qtr 4,</b>			
	<b>2008</b>	<b>2007</b>	<b>2007</b>	<b>2006</b>	<b>2005</b>
Gross margin (excl. depreciation and amortization) %	43.74%	44.96%	43.40%	42.25%	37.79%
SG&A (excl. depreciation and amortization) %	0.95%	1.17%	1.03%	1.55%	3.54%
R&D %	18.40%	16.78%	17.42%	17.58%	15.03%
<b>Operating cushion %</b>	<b>24.39%</b>	<b>27.01%</b>	<b>24.95%</b>	<b>23.11%</b>	<b>19.22%</b>
Operating working capital to revenue %	-0.37%	1.83%	2.98%	10.02%	10.67%
<b>Core operating growth profile™</b>	<b>24.76%</b>	<b>25.19%</b>	<b>21.97%</b>	<b>13.09%</b>	<b>8.55%</b>
Reported income taxes paid to revenue%	0.06%	0.06%	0.87%	0.87%	0.14%
Reported capital expenditures to revenue%	8.61%	4.58%	4.95%	4.73%	3.35%
<b>Free Cash Growth Profile™</b>	<b>16.09%</b>	<b>20.55%</b>	<b>16.16%</b>	<b>7.49%</b>	<b>5.06%</b>
Operating receivables days	56.82	59.37	53.34	61.69	48.89
Deferred revenue days	0.91	0.52	0.38	0.14	0.03
Inventory (incl. capitalized interest) days	36.15	31.93	28.99	42.19	39.16
Operating payables days	36.71	43.83	33.93	32.36	27.56
Prepays days	6.12	7.56	5.80	7.68	12.43
Accruals days	62.82	47.84	42.95	42.48	33.91
<b>Cash cycle</b>	<b>-1.33</b>	<b>6.66</b>	<b>10.88</b>	<b>36.58</b>	<b>38.96</b>

<b>STMicroelectronics NV</b>	<b>12 months ending</b>		<b>Annual</b>	<b>Annual</b>	<b>Annual</b>
	<b>Qtr 2,</b>	<b>Qtr 2,</b>			
	<b>2008</b>	<b>2007</b>	<b>2007</b>	<b>2006</b>	<b>2005</b>
Gross margin (excl. depreciation and amortization) %	53.84%	52.29%	49.57%	53.67%	56.08%
SG&A (excl. depreciation and amortization) %	7.16%	11.23%	9.68%	10.87%	11.45%
R&D %	18.46%	17.87%	18.02%	16.92%	18.35%
<b>Operating cushion %</b>	<b>28.21%</b>	<b>23.19%</b>	<b>21.87%</b>	<b>25.89%</b>	<b>26.28%</b>
Operating working capital to revenue %	19.49%	33.89%	31.95%	22.29%	20.50%
<b>Core operating growth profile™</b>	<b>8.72%</b>	<b>-10.70%</b>	<b>10.08%</b>	<b>3.60%</b>	<b>5.78%</b>
Reported income taxes paid to revenue%	1.33%	1.19%	1.33%	1.19%	1.01%
Reported capital expenditures to revenue%	11.43%	13.87%	11.40%	15.56%	16.22%
<b>Free Cash Growth Profile™</b>	<b>-4.04%</b>	<b>-25.76%</b>	<b>22.81%</b>	<b>13.14%</b>	<b>11.46%</b>
Operating receivables days	52.83	58.13	76.68	73.04	75.90
Inventory (incl. capitalized interest) days	56.67	50.37	49.42	60.71	57.98
Operating payables days	41.64	37.78	38.87	38.67	39.66
Prepays days	69.58	97.87	72.92	25.37	19.03
Accruals days	66.28	44.87	43.54	39.12	38.42
<b>Cash cycle</b>	<b>71.16</b>	<b>123.71</b>	<b>116.61</b>	<b>81.34</b>	<b>74.83</b>



<b>Suntech Power Holdings Co. Ltd.</b>	<b>12 months ending</b>		<b>Annual</b>	<b>Annual</b>	<b>Annual</b>
	<b>Qtr 2,</b>	<b>Qtr 2,</b>			
	<b>2008</b>	<b>2007</b>	<b>2007</b>	<b>2006</b>	<b>2005</b>
Gross margin (excl. depreciation and amortization) %	24.35%	21.86%	22.14%	26.55%	31.98%
SG&A (excl. depreciation and amortization) %	5.89%	3.80%	4.48%	3.86%	2.52%
R&D %	0.73%	1.43%	1.11%	1.40%	1.49%
<b>Operating cushion %</b>	<b>17.73%</b>	<b>16.63%</b>	<b>16.55%</b>	<b>21.29%</b>	<b>27.97%</b>
Operating working capital to revenue %	60.38%	60.50%	44.47%	78.67%	22.13%
<b>Core operating growth profile™</b>	<b>-42.65%</b>	<b>-43.87%</b>	<b>27.92%</b>	<b>57.37%</b>	<b>5.84%</b>
Reported income taxes paid to revenue%	1.14%	1.79%	1.14%	1.79%	1.11%
Reported capital expenditures to revenue%	9.15%	5.53%	11.53%	8.73%	12.85%
<b>Free Cash Growth Profile™</b>	<b>-52.94%</b>	<b>-51.19%</b>	<b>40.59%</b>	<b>67.89%</b>	<b>-8.11%</b>
Operating receivables days	77.75	87.21	92.15	79.46	7.12
Inventory (incl. capitalized interest) days	39.23	76.63	47.69	122.07	65.29
Operating payables days	16.30	22.84	15.95	24.71	5.69
Prepays days	156.79	113.40	70.55	133.98	41.46
Accruals days	37.08	33.58	32.15	23.68	27.43
<b>Cash cycle</b>	<b>220.39</b>	<b>220.82</b>	<b>162.30</b>	<b>287.13</b>	<b>80.76</b>

<b>Taiwan Semiconductor Manufacturing Co. Ltd.</b>	<b>12 months ending</b>		<b>Annual</b>	<b>Annual</b>	<b>Annual</b>
	<b>Qtr 2,</b>	<b>Qtr 2,</b>			
	<b>2008</b>	<b>2007</b>	<b>2007</b>	<b>2006</b>	<b>2005</b>
Gross margin (excl. depreciation and amortization) %	68.07%	70.77%	68.92%	72.31%	72.72%
SG&A (excl. depreciation and amortization) %	4.22%	4.11%	3.93%	3.93%	4.96%
R&D %	5.69%	5.55%	5.56%	5.06%	5.26%
<b>Operating cushion %</b>	<b>58.16%</b>	<b>61.11%</b>	<b>59.43%</b>	<b>63.32%</b>	<b>62.51%</b>
Operating working capital to revenue %	-16.99%	-17.47%	12.22%	9.07%	12.83%
<b>Core operating growth profile™</b>	<b>75.15%</b>	<b>78.58%</b>	<b>47.20%</b>	<b>54.24%</b>	<b>49.67%</b>
Reported income taxes paid to revenue%	2.35%	1.14%	2.35%	1.14%	0.00%
Reported capital expenditures to revenue%	22.95%	28.77%	26.04%	24.81%	29.79%
<b>Free Cash Growth Profile™</b>	<b>49.84%</b>	<b>48.66%</b>	<b>18.82%</b>	<b>28.29%</b>	<b>19.88%</b>
Operating receivables days	44.24	45.83	48.27	36.62	53.50
Inventory (incl. capitalized interest) days	24.70	29.76	27.00	24.64	24.27
Operating payables days	22.33	13.81	20.17	21.51	12.90
Prepays days	33.69	41.46	30.32	28.93	35.00
Accruals days	142.32	167.01	40.80	35.56	53.04
<b>Cash cycle</b>	<b>-62.02</b>	<b>-63.77</b>	<b>44.61</b>	<b>33.12</b>	<b>46.83</b>

<b>Texas Instruments Inc.</b>	<b>12 months ending</b>		<b>Annual</b>	<b>Annual</b>	<b>Annual</b>
	<b>Qtr 2,</b>	<b>Qtr 2,</b>			
	<b>2008</b>	<b>2007</b>	<b>2007</b>	<b>2006</b>	<b>2005</b>
Gross margin (excl. depreciation and amortization) %	60.45%	59.34%	60.38%	58.68%	58.83%
SG&A (excl. depreciation and amortization) %	10.49%	9.27%	9.67%	9.38%	10.03%
R&D %	14.84%	16.11%	15.58%	15.43%	15.05%
<b>Operating cushion %</b>	<b>35.12%</b>	<b>33.95%</b>	<b>35.13%</b>	<b>33.87%</b>	<b>33.76%</b>
Operating working capital to revenue %	22.40%	22.83%	16.80%	20.02%	18.94%
<b>Core operating growth profile™</b>	<b>12.72%</b>	<b>11.13%</b>	<b>18.33%</b>	<b>13.85%</b>	<b>14.81%</b>
Reported income taxes paid to revenue%	5.30%	12.89%	5.30%	12.89%	4.41%
Reported capital expenditures to revenue%	5.94%	6.09%	4.96%	8.96%	9.93%
<b>Free Cash Growth Profile™</b>	<b>1.49%</b>	<b>-7.86%</b>	<b>8.07%</b>	<b>-8.00%</b>	<b>0.47%</b>
Operating receivables days	47.75	50.03	45.96	45.62	49.39
Inventory (incl. capitalized interest) days	43.53	37.56	37.41	36.95	34.70
Operating payables days	17.85	16.41	17.33	14.40	20.44
Prepays days	51.52	56.89	46.27	47.60	47.18
Accruals days	43.19	44.76	51.00	42.68	41.67
<b>Cash cycle</b>	<b>81.76</b>	<b>83.32</b>	<b>61.31</b>	<b>73.08</b>	<b>69.15</b>

<b>MEMC Electronic Materials Inc. (WFR)</b>	<b>12 months ending</b>		<b>Annual</b>	<b>Annual</b>	<b>Annual</b>
	<b>Qtr 2,</b>	<b>Qtr 2,</b>			
	<b>2008</b>	<b>2007</b>	<b>2007</b>	<b>2006</b>	<b>2005</b>
Gross margin (excl. depreciation and amortization) %	57.03%	53.94%	56.26%	49.28%	38.26%
SG&A (excl. depreciation and amortization) %	3.96%	4.35%	4.17%	4.92%	6.70%
R&D %	1.99%	2.11%	2.04%	2.33%	3.00%
<b>Operating cushion %</b>	<b>51.08%</b>	<b>47.48%</b>	<b>50.05%</b>	<b>42.03%</b>	<b>28.57%</b>
Operating working capital to revenue %	-12.28%	-0.46%	0.77%	6.67%	15.55%
<b>Core operating growth profile™</b>	<b>63.35%</b>	<b>47.94%</b>	<b>49.28%</b>	<b>35.36%</b>	<b>13.02%</b>
Reported income taxes paid to revenue%	7.69%	5.00%	7.69%	5.00%	2.52%
Reported capital expenditures to revenue%	16.84%	10.76%	14.38%	9.62%	14.69%
<b>Free Cash Growth Profile™</b>	<b>38.82%</b>	<b>32.18%</b>	<b>27.20%</b>	<b>20.74%</b>	<b>-4.20%</b>
Operating receivables days	41.23	42.67	37.59	47.16	41.26
Deferred revenue days	15.39	16.68	15.46	17.37	4.80
Inventory (incl. capitalized interest) days	6.06	12.39	6.91	19.00	39.54
Operating payables days	26.41	28.00	31.96	29.70	34.77
Prepays days	48.06	64.53	93.08	69.87	83.86
Accruals days	98.35	76.58	87.35	64.59	68.33
<b>Cash cycle</b>	<b>-44.80</b>	<b>-1.68</b>	<b>2.81</b>	<b>24.36</b>	<b>56.76</b>